



Letters Received Regarding Mail Fulfillment

For NYS Procurement Council consideration at the July 14, 2016 meeting:

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NEW YORK
STATE
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ALBANY, NEW YORK 12247



DAVID J. VALESKY
SENATOR, 53RD DISTRICT

DEPUTY LEADER, INDEPENDENT DEMOCRATIC CONFERENCE

VICE CHAIRMAN
HEALTH
COMMITTEES:
AGING
AGRICULTURE
COMMERCE, ECONOMIC DEVELOPMENT,
AND SMALL BUSINESS
EDUCATION
FINANCE
HIGHER EDUCATION
LOCAL GOVERNMENT
RULES
TRANSPORTATION
RURAL RESOURCES COMMISSION
SELECT COMMITTEE LIBRARIES
SELECT COMMITTEE SCIENCE,
TECHNOLOGY, INCUBATION &
ENTREPRENEURSHIP

June 1, 2016

Commissioner RoAnn Destito
Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I have received correspondence from several constituents who are concerned about a proposal from NYSID to create a "Preferred Choice" sourcing arrangement for digital printing. Please see their comments on the enclosed hard copies. I urge you to keep their concerns in mind as you proceed through your decision-making process.

Sincerely,


David J. Valesky
State Senator, 53rd District

Enc.

DJV/tlc





Senator David Valesky
333 East Washington St., Suite 805
Syracuse, NY 13202

May 10th, 2016

Dear Senator Valesky,

I am writing in opposition to New York State Industries for the Disabled (NYSID) application to become a preferred source for Mail Fulfillment. Within their application they also reference document production.

This would effect private sector jobs in an industry that is already going thru significant change. We need smaller government. We do not need NYS deciding to enter the print and mail market. I believe a free competitive market will ultimately deliver the best product for all parties. This concept will only drive up costs and lower the quality of the product as competition is eliminated.

Creating purpose for the disabled community is a terrific focus. And in fact many of the private sector printers utilize the disabled community for various manual labor components. My guess is that our actions are ultimately what planted the seed for this idea. But this idea is a bad idea for NYS and for our industry.

Your help is much appreciated as we continue to build jobs at Dupli. For your reference and further background, enclosed are letters from Tim Freeman, President of the Printing Industry Alliance.

Sincerely,

A handwritten signature in black ink, appearing to read 'Kemper Matt Jr.', written over a faint horizontal line.

Kemper Matt Jr.
President
Dupli Envelope & Graphics

MAY 16 2016



May 5, 2016

Ms. RoAnn Destito
Commissioner
New York State Office of General Services
Corning Tower, 41st Floor, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

Printing Industries Alliance is the trade association representing printing and print related companies in New York State. As you know, printing plays a significant role in the New York State economy. There are over 2,500 printing firms located in practically every city, town, and village in New York State. These businesses provide well-paying manufacturing jobs to our families, friends, and neighbors. These jobs pay mortgages, put children through colleges, and pay taxes to New York State. Printing in New York State is a small business industry with approximately 89% of New York State printing firms having less than 50 employees.

We are writing to express our opposition to the New York State Industries for the Disabled (NYSID) application, dated April 1, 2016, to become a Preferred Source for Mail Fulfillment. It is important to note that NYSID is careful to reference that the Preferred Source application for Mail Fulfillment specifically requests that "Document Production" be included in the activities included in the "Mail Fulfillment" task. This is a not so thinly disguised attempt to get to the real goal - Preferred Source status for "variable data printing", also known as "digital printing". In fact, a recently submitted NYSID application, dated March 22, 2016, specifically requested that "variable data printing" be included in the "Mail Fulfillment" task. The April 1 application is requesting the same thing, in a roundabout way. "Document Production" for "Mail Fulfillment" is done utilizing digital printing. When you read "Document Production" in the April 1st NYSID application, you should think "Digital Printing" and you will see the true meaning of the proposal.

Approval of this application will have a significant negative impact on a substantial number of New York State printing companies in the form of lost business and lost jobs. We oppose this application and would note the following concerns that our membership has expressed:

- The 2016 NYSID application is designed to achieve the same goal as an application NYSID submitted in 2013 to become a Preferred Source for digital printing. "Document Production", as a component of "mail fulfillment", is done utilizing "digital printing/ variable data printing" technology. The 2013 application was previously rejected by the Procurement Council, as this one should be. Again, while the wording has been changed the result will be the same - lost business for New York State printing firms and lost jobs for their employees.
- NYSID's April 1, 2016 application to the Procurement Council is factually incorrect. The cover letter states:

PIA Headquarters
636 North French Road Suite 1
Amherst, NY 14228
tel: 716-691-3211 or 800-777-4742
fax: 716-691-4249

NY/NJ Metro Office
195 Prospect Park West
Suite 1A
Brooklyn, NY 11215
cell: 203-912-0804

www.PIAAlliance.org | info@PIAAlliance.org

“Procuring agencies now require a complete turnkey solution for mail fulfillment services. All aspects of the job from label to envelope to mailing must be performed by the contractor.”

This is simply not correct. Printing Industries Alliance has any number of printer members who do not do mailings and mailing members who do not print. Printing firms who don't do mailing, work with mailers. Mailers who don't do printing, work with printing firms. It's actually quite simple.

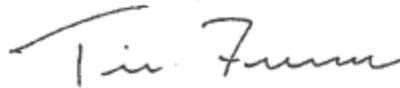
- The NYSID application seeks to control a market that is estimated to currently be approximately 150 million dollars per year. While the application portrays the work in question to be merely some simple statements and letters that would be printed and mailed, this is far from the case. It also includes anything that can be digitally printed, personalized or not, and sent through the mail. Examples include:
 - Sophisticated personalized marketing pieces sent to prospective students from SUNY
 - Personalized invitations to an exhibit at a public museum
 - Personalized vehicle registration information from DMV
 - Personalized invitations to a public hospital fundraiser
 - Personalized tourist information, including “I Love NY” mailed to potential visitors
 - . . . and more! The list is endless!
- A large number of our members currently utilize New York State community rehabilitation agencies as a vital part of their production process, often times for mail fulfillment. We recently surveyed our Board of Directors on their company's utilization of community rehabilitation agencies. We surveyed 29 Board member companies. Of the 20 who responded, 16 currently or regularly utilize employees from these agencies as vital partners in their production process. These companies employ handicapped, hearing impaired, and vision impaired individuals as well as a large number of veterans. It would be ironic and unfortunate if the decreased business to New York State printers resulted in less utilization of community rehabilitation agencies and lost jobs within that community.
- The competitive nature of the New York State printing industry delivers rock bottom pricing to governmental entities purchasing mail fulfillment/ printing, protecting the New York State taxpayer. Adoption of the NYSID application will decrease competition and raise costs to the New York State taxpayer.
- The NYSID application seeks to restrict access to this 150 million dollar digital print/mail market. Production of this work would be limited to NYSID, the NYSID members listed in the application, and a very limited and hand selected list of for profit printing firms that they chose to work with. During the discussion about the 2013 application, several of our members approached NYSID and requested information about becoming a “Preferred Source” vendor to NYSID. They were advised that NYSID did not require any additional vendors.
- The NYSID application references the fact that “Mail Fulfillment contracts do not and will not include Offset Printing” The lines between what can be done digitally versus offset have become blurred and there is no way for OGS to reliably police whether a mailing contract is being produced digitally or offset. Also, many mailing jobs are produced utilizing a combination of offset and digital printing. The offset “shell” is produced, and then it is

personalized for mailing, utilizing digital equipment. It is impossible to police this production process.

- NYSID does not have experience, training or knowledge about personalized variable data printing.
- Variable Data Printing is not “copying” or “document processing”. Digital printing equipment is expensive and requires extensive maintenance to keep operational. Working with digital files and operating a digital printing press is quite complex especially when producing variable data printing. The equipment needs to be operated 3 shifts to be cost effective, otherwise the maintenance and capital costs are too high to be economical.
- Granting “Preferred Source” status gives an unfair competitive advantage to NYSID and their partners and essentially creates a monopoly in a multi- million dollar market. Granting Preferred Source status for mailing/printing does not provide the transparency and level playing field that the New York State taxpayer deserves.
- By their own admission, granting this application will allow NYSID to move into all areas of “digital printing/mail fulfillment” including the high end and high volume examples cited above.
- If approved by the Procurement Council, a decision will have been made negatively impacting the work lives of thousands of New Yorkers based on a proposal that was rejected several years ago.

In closing, we would ask that this application be rejected by the Procurement Council. It is truly a “wolf in sheep’s clothing”. The utilization of the term “Document Processing” to replace “variable data printing” speaks volumes as to the intent of the proposal. Approval of the application will have a significant negative impact on a substantial number of New York State companies and their employees, including members of the disabled workforce. We appreciate your thoughtful consideration of this request to reject the proposal and would be pleased to answer any questions you may have. Thank you.

Very truly yours,



Timothy Freeman
President

cc: Ms. Susan Filburn, Deputy Chief Procurement Officer, New York State Office of General Services
New York State Procurement Council Members (via email)
Additional Interested Parties (via email)



May 5, 2016

Ms. Susan Filburn
Deputy Chief Procurement Officer
New York State Office of General Services
Coming Tower, 38th Floor, Empire State Plaza
Albany, NY 12242

Dear Ms. Filburn:

Printing Industries Alliance is the trade association representing printing and print related companies in New York State. As you know, printing plays a significant role in the New York State economy. There are over 2,500 printing firms located in practically every city, town, and village in New York State. These businesses provide well-paying manufacturing jobs to our families, friends, and neighbors. These jobs pay mortgages, put children through colleges, and pay taxes to New York State. Printing in New York State is a small business industry with approximately 89% of New York State printing firms having less than 50 employees.

We are writing to express our opposition to the New York State Industries for the Disabled (NYSID) application, dated April 1, 2016, to become a Preferred Source for Mail Fulfillment. It is important to note that NYSID is careful to reference that the Preferred Source application for Mail Fulfillment specifically requests that "Document Production" be included in the activities included in the "Mail Fulfillment" task. This is a not so thinly disguised attempt to get to the real goal - Preferred Source status for "variable data printing", also known as "digital printing". In fact, a recently submitted NYSID application, dated March 22, 2016, specifically requested that "variable data printing" be included in the "Mail Fulfillment" task. The April 1 application is requesting the same thing, in a roundabout way. "Document Production" for "Mail Fulfillment" is done utilizing digital printing. When you read "Document Production" in the April 1st NYSID application, you should think "Digital Printing" and you will see the true meaning of the proposal.

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- The 2016 NYSID application is designed to achieve the same goal as an application NYSID submitted in 2013 to become a Preferred Source for digital printing. "Document Production", as a component of "mail fulfillment", is done utilizing "digital printing/ variable data printing" technology. The 2013 application was previously rejected by the Procurement Council, as this one should be. Again, while the wording has been changed the result will be the same - lost business for New York State printing firms and lost jobs for their employees.
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"Procuring agencies now require a complete turnkey solution for mail fulfillment services. All aspects of the job from label to envelope to mailing must be performed by the contractor."

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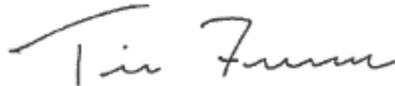
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Very truly yours,



Timothy Freeman
President

cc: Ms. RoAnn Destito, Commissioner New York State Office of General Services
New York State Procurement Council Members (via email)
Additional Interested Parties (via email)



NYSID Petitions to Become Preferred Source
Michael Hansen to: Senator David Valesky

05/23/2016 02:00 PM

Dear Senator Valesky,

I am writing to ask your assistance in a matter of great concern to the New York State Printing Industry.

The New York State Office of General Services is considering an application from New York State Industries for the Disabled (NYSID) to create a "Preferred Source" arrangement for the "Mail Fulfillment/Printing" needs of state and local governments in New York State. This application, if approved, would allow NYSID to effectively create a monopoly in a market we estimate to be in the hundreds of millions of dollars. Not the best news for the New York State taxpayer!

If approved, this measure will mean the loss of good paying manufacturing jobs across the state. These are manufacturing jobs that pay mortgages, buy cars, put kids through college, and pay taxes. Chances are, some of the jobs in jeopardy will come from your district. As New York State knows too well, once these jobs are gone they are not coming back!

Our industry is fully understanding and supportive of the importance of providing job opportunities to disabled and veteran New Yorkers. In fact, many of our members currently employ disabled and veteran workers in a variety of positions. The majority of them also utilize New York State rehabilitation agencies as valued partners in their production process. It would be unfortunate and ironic if approval of the NYSID application resulted in a loss of these jobs and a reduction in business going to the community rehabilitation agencies.

The 2016 Preferred Source application submitted by NYSID is similar to an application they submitted in 2013. The previous application requested that NYSID become a Preferred Source for "Digital Printing". While the wording has been changed, the consequences have not- lost jobs at printing companies across New York State. The 2013 application was rejected, this one should be as well.

If you are concerned, as we are, about the loss of good paying manufacturing jobs and the elimination of competition for a significant piece of NYS contracting, we would urge you to email, write, or call

Commissioner RoAnn Destito
Office of General Services
Corning Tower, Empire State Plaza
Albany NY 12242
(518)474-5991

Thank You for your assistance in this matter. Please do not

hesitate to contact me if you have any questions or concerns.

Sincerely,

Michael Hansen
216 Burnet Ave
Syracuse, NY 13203
mhansen@hansenqp.com



Dear Senator Valesky,

I am writing to ask your assistance in a matter of great concern to the New York State Printing Industry.

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Office of General Services
Corning Tower, Empire State Plaza
Albany NY 12242
(518)474-5991

Thank You for your assistance in this matter. Please do not

hesitate to contact me if you have any questions or concerns.

Sincerely,

Andrew F. Mohr
CTO
Eastwood Litho, Inc.
PO Box 131
Syracuse, NY 13206
amohr@eastwoodlitho.com



Dear Senator Valesky,

I am writing to ask your assistance in a matter of great concern to the New York State Printing Industry.

The New York State Office of General Services is considering an application from New York State Industries for the Disabled (NYSID) to create a "Preferred Source" arrangement for the "Mail Fulfillment/Printing" needs of state and local governments in New York State. This application, if approved, would allow NYSID to effectively create a monopoly in a market we estimate to be in the hundreds of millions of dollars. Not the best news for the New York State taxpayer!

If approved, this measure will mean the loss of good paying manufacturing jobs across the state. These are manufacturing jobs that pay mortgages, buy cars, put kids through college, and pay taxes. Chances are, some of the jobs in jeopardy will come from your district. As New York State knows too well, once these jobs are gone they are not coming back! We have over 62 high paying jobs.

There are 32 union jobs and over \$3,000,000 in debt that is personally guaranteed by me and my partners. Our industry has been hit by so many challenges that are becoming more and more difficult to overcome.

Our industry is fully understanding and supportive of the importance of providing job opportunities to disabled and veteran New Yorkers. In fact, many of our members currently employ disabled and veteran workers in a variety of positions. The majority of them also utilize New York State rehabilitation agencies as valued partners in their production process. It would be unfortunate and ironic if approval of the NYSID application resulted in a loss of these jobs and a reduction in business going to the community rehabilitation agencies.

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Office of General Services

Corning Tower, Empire State Plaza
Albany NY 12242
(518)474-5991

Thank You for your assistance in this matter. Please do not
hesitate to contact me if you have any questions or concerns.

Sincerely,

Tom Quartier
President
Midstate Printing Co.
230 Ainsley Dr
Syracuse, NY 13210



Dear Senator Valesky,

I am writing to ask your assistance in a matter of great concern to the New York State Printing Industry.

The New York State Office of General Services is considering an application from New York State Industries for the Disabled (NYSID) to create a "Preferred Source" arrangement for the "Mail Fulfillment/Printing" needs of state and local governments in New York State. This application, if approved, would allow NYSID to effectively create a monopoly in a market we estimate to be in the hundreds of millions of dollars. Not the best news for the New York State taxpayer or those of us who provide local jobs in this industry.

If approved, this measure will mean the loss of good paying manufacturing jobs across the state. Chances are, some of the jobs in jeopardy will come from your district. Vicks, founded in 1918 and has 80 employees, works closely with JP Green in Utica, who would be adversely impacted by this movement. As New York State knows too well, once these jobs are gone they do not come back.

Our industry is fully understanding and supportive of the importance of providing job opportunities to disabled and veteran New Yorkers. In fact, many of our members currently employ disabled and veteran workers in a variety of positions. The majority of them also utilize New York State rehabilitation agencies as valued partners in their production process. Vicks has enjoyed an excellent relationship with the Oneida-Lewis Chapter of NYSARC for many years. It would be unfortunate and ironic if approval of the NYSID application resulted in a loss of these jobs and a reduction in business going to the community rehabilitation agencies.

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Office of General Services
Corning Tower, Empire State Plaza

Albany NY 12242
(518)474-5991

Thank You for your assistance in this matter. Please do not
hesitate to contact me if you have any questions or concerns.

Sincerely,

Dwight E. Vicks III
3770 Fountain St
Clinton, NY 13323
dwight@vicks.biz



Dear Senator Valesky,

I am writing to ask your assistance in a matter of great concern to the New York State Printing Industry.

The New York State Office of General Services is considering an application from New York State Industries for the Disabled (NYSID) to create a "Preferred Source" arrangement for the "Mail Fulfillment/Printing" needs of state and local governments in New York State. This application, if approved, would allow NYSID to effectively create a monopoly in a market we estimate to be in the hundreds of millions of dollars. Not the best news for the New York State taxpayer!

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Commissioner RoAnn Destito
Office of General Services
Corning Tower, Empire State Plaza
Albany NY 12242
(518) 474-5991

Thank You for your assistance in this matter. Please do not

hesitate to contact me if you have any questions or concerns.

Sincerely,

Patrick Mohr
PO Box 131
Syracuse, NY 13206
pmohr@eastwoodlitho.com



June 21, 2016

RoAnn Destito, Commissioner
NYS Office of General Services
41st Floor, Corning Tower
Empire State Plaza
Albany, NY 12242

Re: NYSID

Dear Commissioner Destito:

It has come to my attention that New York State Industries for the Disabled (NYSID) has filed an application to become a "Preferred Source" for mail fulfillment with an addition of document production under this application which would include digital printing for all state and local taxpayer funded agencies. Under New York State law, a "Preferred Source" vendor takes precedence over all other preferences, including "Women Owned", "Minority Owned, and of course, just plain "Owned".

As the Owner/President of a Printing Company (Certified Woman-Owned Business Enterprise), I take issue with a private agency making the decisions as to where the printing will be done for New York State and local agencies. If said application is to be accepted and adopted, my business will suffer as will many other printing and mailing businesses. This does not seem to be a FAIR and JUST way of conducting business within our government.

I urge you to please vote against accepting and adopting NYSID's application to become a "Preferred Source". Please stand with all New York State businesses to give us all a FAIR chance at working with New York State and local agencies.

Thank you for your careful consideration.

Sincerely,


Denise Padula
President/Owner
Dowd-Witbeck Printing Corporation
dba Alchar Printing

RECEIVED
JUN 27 2016

BY:





20 June 2016
Prompt Direct, Inc.
Dennis Lacognata, Partner
66 Willow Avenue
Staten Island, NY 10305

Commissioner RoAnn Destito
New York State Office of General Services
41st Floor, Corning Tower
Empire State Plaza
Albany, NY 12242

I am writing to express my opposition to the New York State Industries for the Disabled application to become a Preferred Source for Mail Fulfillment. This application seeks to add "Document Production" (Digital Printing) to the activities included in the NYSID preferred source designation for Mail Fulfillment. The application is currently pending before the New York State Procurement Council.

Approval of this application will have a significant negative impact on my company, Prompt Direct, Inc., and will result in the loss of well-paying manufacturing jobs within our industry. These are manufacturing jobs that pay mortgages, buy cars, put kids through college, and pay taxes. Chances are some of the jobs in jeopardy will come from your district. As New York State knows too well, once these jobs are gone, they are not coming back!

This application, if approved, would also allow NYSID to effectively create a monopoly in a market we estimate to be in the hundreds of millions of dollars. Not the best news for the New York State taxpayer!

Our industry is fully understanding and supportive of the importance of providing job opportunities to disabled and veteran New Yorkers. In fact, companies currently employ disabled and veteran workers in a variety of positions. The majority of them also utilize New York State rehabilitation agencies as valued partners in their production process. It would be unfortunate and ironic if approval of the NYSID application resulted in a loss of these jobs and a reduction in business going to the disabled community.

The current Preferred Source application submitted by NYSID is similar to an application submitted in 2013. The previous application requested that NYSID become a Preferred Source for "Digital Printing". While the wording has been changed, the consequences have not - lost jobs at printing companies across New York State. The 2013 application was rejected; this one should be as well.

Regards,

Dennis Lacognata

Partner, Prompt Direct, Inc.

RECEIVED
JUN 22 2016

BY:

430 CAPITOL
ALBANY, NEW YORK 12247
(518) 495-3131

100 S. MAIN STREET
ONEONTA, NEW YORK 13820
(607) 432-9524

E-MAIL
SEWARD@NYSenate.GOV

WEBSITE
SEWARD.NYSenate.GOV

THE SENATE
STATE OF NEW YORK



JAMES L. SEWARD
SENATOR, 51ST DISTRICT

ASSISTANT REPUBLICAN CONFERENCE LEADER
ON CONFERENCE OPERATIONS

CHAIRMAN
INSURANCE COMMITTEE

COMMITTEES

RULES
FINANCE
EDUCATION
HIGHER EDUCATION
AGRICULTURE
HEALTH
MENTAL HEALTH

July 8, 2016

Ms. RoAnn M. Destito, Commissioner
NYS Office of General Services
41st Floor, Corning Tower
Empire State Plaza
Albany, New York 12242

RE: NYSID application to expand Preferred Source designation

Dear RoAnn,

It has been brought to my attention that the New York State Industries for the Disabled has an application pending before the New York State Procurement Council that would expand their designation as a "Preferred Source for Mail Fulfillment Services" to include document production.

While I am in full support of NYSID as a preferred source for the state, I am concerned that expanding their designation to include document production in mail fulfillment services may encroach on private businesses and eliminate competition for state procurement. The need for well-paying, reliable jobs in upstate New York is undeniable, and I feel the consequent loss of jobs in the manufacturing industry would far outweigh the benefits derived by NYSID.

As your office and the procurement council review this application, I respectfully request that you consider how expanding their designation would impact the ability of private companies to do business with the state.

Thank you for your time and consideration.

With best wishes, I remain

Sincerely yours,

JAMES L. SEWARD
State Senator

JLS:cm:jt

RECEIVED
JUL 11 2016



BY:



FERRARA FIORENZA PC

BENJAMIN J. FERRARA
NICHOLAS J. FIORENZA
HENRY F. SOBOTA
SUSAN T. JOHNS
CRAIG M. ATLAS
JOSEPH G. SHIELDS
DONALD E. BUDMEN
COLLEEN W. HEINRICH
MILES G. LAWLOR
MICHAEL L. DODD
ERIC J. WILSON
BRIAN J. SMITH
KATHERINE E. GAVETT
CHARLES E. SYMONS

ATTORNEYS AND COUNSELORS AT LAW

SYRACUSE • ROCHESTER

5010 CAMPUSWOOD DRIVE
EAST SYRACUSE, NEW YORK 13057

TELEPHONE (315) 437-7600

FACSIMILE (315) 437-7744*

*NOT FOR SERVICE OF PROCESS

July 11, 2016

JOSEPH J. BUFANO
HEATHER M. COLE
MICHAELA PERROTTO
JENNIFER E. MATHEWS
JEFFREY M. LEWIS
DANIEL J. FETTER

DENNIS T. BARRETT
SENIOR COUNSEL

MICHAEL J. LOOBY
COUNSEL

DAVID W. LARRISON
RETIRED 2012

MARC H. REITZ
RETIRED 2014

Via Federal Express

RoAnn M. Destito, Commissioner
New York State Office of General Services
41st Floor, Corning Tower
Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

Our firm represents Printing Industries Alliance, Inc. ("PIA"). PIA is a trade association representing the interests of businesses providing services in traditional printing, digital production, graphic arts, and related fields. In New York State, the association represents over 1,400 commercial printing firms employing over 18,700 employees and contributing to the State's economic livelihood with a sales base of over \$3 billion per year.

As a threshold matter, we want to stress that our client's members operate in a highly-competitive economic environment. Nevertheless, they have done so with a long history of good corporate citizenship and support for their local communities, including the disabled community.

In this context, I write with regard to the pending consideration by the New York State Procurement Council ("Procurement Council") of an application by the New York State Industries for the Disabled ("NYSID") for Mail Fulfillment Services. We believe that this process, as well as actions taken by the related Work Group tasked with evaluating NYSID's application, is fatally flawed. We urge that NYSID's application be rejected. As pointed out more fully below, the application has been presented and advanced through actions in direct contravention of the New York State Public Officers Law.

Ronald P. Romano is the President and CEO of NYSID. He is also a legislatively-appointed member of the Procurement Council that will decide whether or not to approve NYSID's application. Mr. Romano and other NYSID employees, as we understand it, are also members of the Council's "Work Group" subcommittee tasked with the review and analysis of the NYSID application. Based on our review of the facts and circumstances attendant to the application, Mr. Romano has actively promoted NYSID's application and participated in what should have been an independent, arms-length analysis by the Work Group and Procurement Council. This active participation has gone as far as casting the deciding vote during the May 25, 2016 Council meeting to permit an accelerated consideration of NYSID's application (from a

RoAnn M. Destito, Commissioner
New York State Office of General Services
July 11, 2016
Page 2

quarterly meeting in September 2016 to 45 days from the May 25, 2016 meeting). Approval of this accelerated time frame clearly benefits NYSID.

An application of the Public Officers Law clearly makes this particular Council action null and void. However, the issue runs much deeper. The Public Officers Law requires that the instant application be denied, the approval process be fully reviewed, and procedures be established to safeguard the process and prevent future occurrences of this nature from taking place. Specifically, our client believes that the current "preferred source" process related to contracts within its business sector, and NYSID's current application for expanded services, places its members at an unfair and unlawful disadvantage. This process has led to less competitive bidding and the unnecessary/inappropriate loss of business opportunities for its member companies who stand ready, willing, and able to provide competitively-priced services and support to the disabled community as well.

With respect to the application process to date, we note that Mr. Romano and the Procurement Council are subject to the conflict of interest provisions of the Public Officers Law. More specifically, Public Officers Law §74, the Code of Ethics, provides that:

No officer or employee of a state agency...should have any interest, financial or otherwise, direct or indirect, or engage in any business or transaction or professional activity or incur any obligation of any nature, which is in substantial conflict with the proper discharge of his duties in the public interest.

This applies to both actual as well as apparent conflicts of interest. In addition, Public Officers Law §74 provides that:

No officer or employee of a state agency... should use or attempt to use his official position to secure unwarranted privileges or exemptions for himself or others.

No officer or employee of a state agency... should engage in any transaction representative or agent of the state with any business entity in which he has a direct or indirect financial interest that might reasonably tend to conflict with the proper discharge of his official duties.

An officer or employee of a state agency... should not by his conduct give a reasonable basis for the impression that any person can improperly influence him or unduly enjoy his favor in the performance of his official duties, or that he is affected by the kinship, rank, position or influence of any party or person.
An officer or employee of a state agency... should endeavor to pursue a course of conduct which will not raise suspicion among

RoAnn M. Destito, Commissioner
New York State Office of General Services
July 11, 2016
Page 3

the public that he is likely to be engaged in acts in violation of his trust.

The Attorney General and State Comptroller have also expressed the opinion that, if a member of a public body has a conflict of interest, the member should recuse himself or herself from discussing the issue with the Board and voting on it. Op. Atty. Gen. Nos. 95-2, 99-21; Op. St. Comp. Nos. 88-77, 2008-1.

Mr. Romano, as President and CEO of NYSID, sits on the Council as a legislative appointee. NYSID seeks to expand its services with an application to the Council. Mr. Romano was therefore under an obligation to clearly disclose his interest as it related to the application. Thereafter, he was obligated to refrain from active participation in all Council proceedings related to the application and certainly from voting on any such matters. His contrary actions constituted a conflict of interest in violation of Public Officers Law §74. See N.Y. Adv. Op. 98-07 (N.Y. St. Eth. Com.), 1998 WL 1034098.

Mr. Romano, and the other participating NYSID employees, should have also recused themselves from participating in the related Work Group subcommittee. Mr. Romano's presence and participation in both groups is a conflict of interest and prohibited by law. See Op. Atty. Gen. (Inf.) No. 92-61.

I have enclosed a transcript of the Council's May 25, 2016 meeting which details Mr. Romano's participation in the procedural vote referenced above. I would ask that after you review this letter, you contact me to discuss this matter further and your response to same. Specifically, if you disagree with our analysis of the application of the Public Officers Law, please specify the basis for same so that we may further review this issue as well. Based on our understanding of this issue to date, as well as applicable law, we vigorously maintain that under these circumstances the pending application must be denied.

Thanking you for your consideration of the above I remain,

Very truly yours,

Ferrara Fiorenza PC



Nicholas J. Fiorenza

NJF:kat
Enclosure

cc: Timothy Freeman, President
Printing Industries Alliance, Inc.

July 13, 2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

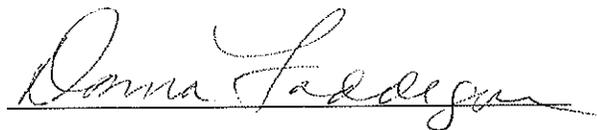
I am writing to you to request your support for the Application of the New York State Industry for the Disabled for a Mail Fulfillment contract. This contract will allow the Center for Disability Services' Commercial Services Program, which employs over 300 disabled workers, to continue its mission.

As the mother of a young woman with Down Syndrome who is a proud 14 year employee of the Center's Program, I can assure you of its value. Lauren and all of the Program's employees have benefited enormously from being employed, which has provided them with a sense of self-worth and independence that they would never have without these jobs. This Program provides an incentive for its employees to get up in the morning, go out into the community, work hard and achieve their potential. Earning a paycheck provides a sense that they are contributing to their own support and, for many, that of their family. It allows disabled employees to experience the dignity of work in an environment that is sensitive to their needs and supportive of their desire to be responsible members of society.

The Center's Program is achieving all the original goals of the Preferred Source Program when it was instituted in 1975 and the State of New York stepped up to advance the best interests of the disabled, promoting employment opportunities that hadn't existed. As technology advances, so do new opportunities for greater access and integration.

On behalf of my daughter, and all those who benefit from the dignity of work through the Center's Commercial Services Program, please support NYSID's Application and ensure the continuation of the jobs it provides. Thank you for your consideration.

Sincerely,



CC: Members of the Procurement Council

*Thank you for
your consideration -
DF*

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

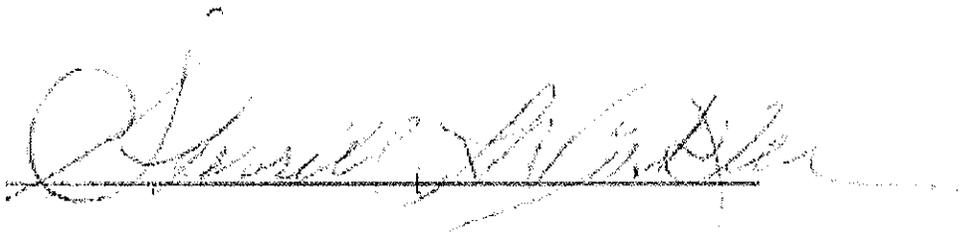
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As a family member of an employee of the Center's Program, I can assure you of its value. The Program's employees have benefited enormously from being employed, which has provided them with a sense of self-worth and independence that they would never have without these jobs. This Program provides an incentive for its employees to get up in the morning, go out into the community, work hard and achieve their potential. Earning a paycheck provides a sense that they are contributing to their own support and that of their family. It allows disabled employees to experience the dignity of work in an environment that is sensitive to their needs and supportive of their desire to be responsible members of society.

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Please support NYSID's Application and ensure the continuation of the jobs it provides. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "RoAnn M. Destito", written over a horizontal line.

CC: Members of the Procurement Council

Date: July 13, 2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Michael Luzzi

CC: Members of the Procurement Council

Date: 7/13/16

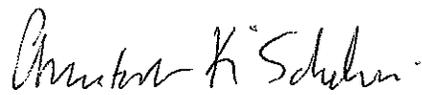
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Sincerely,



CC: Members of the Procurement Council

Date: 7/13/15

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,



CC: Members of the Procurement Council

Date: 7/13/16

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NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

KRISTEN ANDERSON

CC: Members of the Procurement Council

Date: 7/13/16

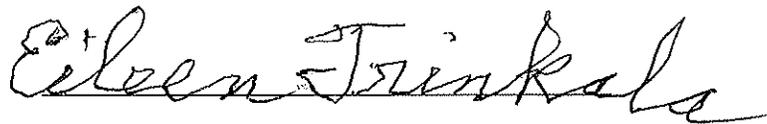
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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in cursive script that reads "Eileen Trinkala". The signature is written in black ink and is positioned below the "Sincerely," text.

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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Sincerely,

Heidi Schroeder

CC: Members of the Procurement Council

Date: 7/13/16

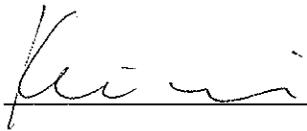
RoAnn M Destito, Commissioner
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CC: Members of the Procurement Council

Date: 7/13/16

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Sincerely,

DAVID BROWN

CC: Members of the Procurement Council

Date: 7/13/16

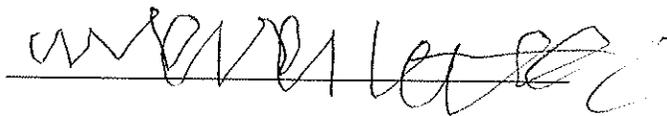
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Sincerely,

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CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

R. Rosand

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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CC: Members of the Procurement Council

Date:

7/13/16

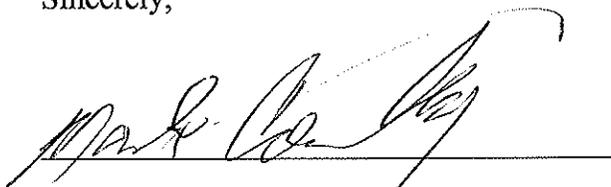
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Sincerely,



A handwritten signature in black ink, appearing to read "Mark Cooney", is written over a horizontal line. The signature is cursive and somewhat stylized.

CC: Members of the Procurement Council

Date:

7/7/11

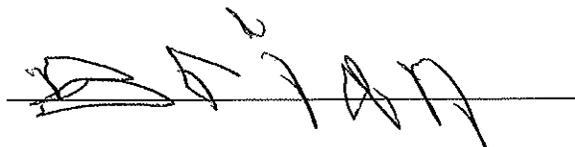
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CC: Members of the Procurement Council

Date: 7/13/16

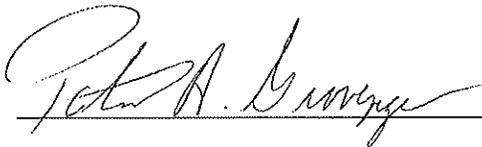
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CC: Members of the Procurement Council

Date: 7/13/16

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CC: Members of the Procurement Council

Date: July 13, 2016

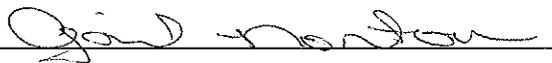
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CC: Members of the Procurement Council

Date: 7/13/16

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Sincerely,

Renise L Harris

CC: Members of the Procurement Council

Date: 7/13/16

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NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Allison Harrigan

CC: Members of the Procurement Council

Date: 7-13-16

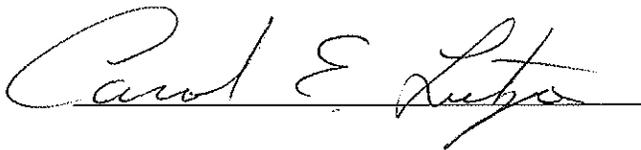
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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in cursive script, reading "Carol E. Lupo", written over a horizontal line.

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Daniel Bernhardt

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Catherine Allen

CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

angela La Fleur

CC: Members of the Procurement Council

Date: 11/13/2016

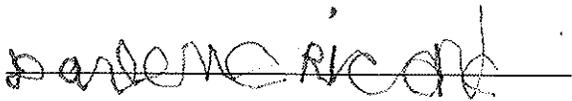
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,



CC: Members of the Procurement Council

Date:

7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Dawg Walsh

CC: Members of the Procurement Council

Date: _____

July 13, 2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Michael Zielinsky

CC: Members of the Procurement Council

Date: 7/13/2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

E I LEE M

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Dianna R. [Signature]

CC: Members of the Procurement Council

Date: 7/13/16

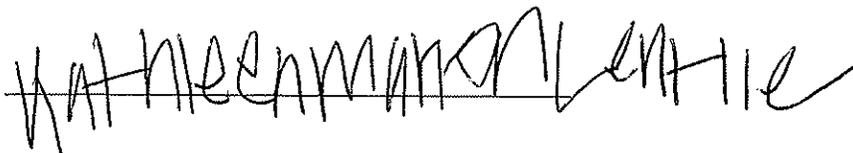
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "KATHLEEN M. LENTHIE". The signature is written in a cursive style and is positioned above a horizontal line.

CC: Members of the Procurement Council

Date: 7-13-16

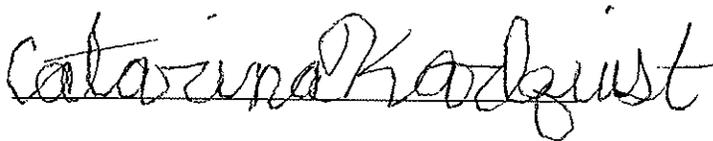
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in cursive script that reads "Catarina Kodquist". The signature is written in black ink and is positioned below the word "Sincerely,".

CC: Members of the Procurement Council

Date:

7/13/16

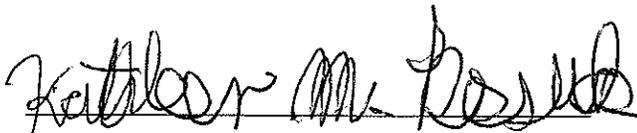
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,



CC: Members of the Procurement Council

Date:

7/17/16

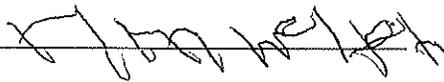
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely, Timothy Welter



CC: Members of the Procurement Council

Date:

7/13/2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Carol Bouck

CC: Members of the Procurement Council

Date:

7/13/10

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

RoAnn M Destito

CC: Members of the Procurement Council

Date:

7/13/10

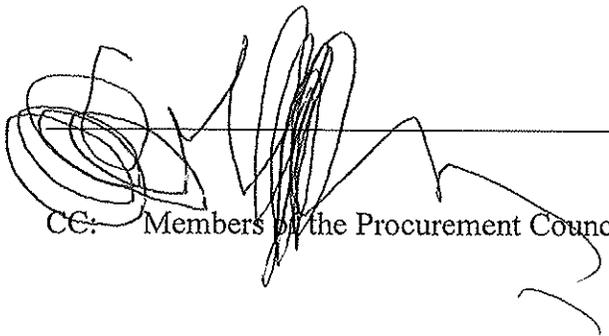
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke extending to the right. The signature is written over a horizontal line.

CC: Members of the Procurement Council

Date:

7/13/14

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael B. [unclear]", written over a horizontal line.

CC: Members of the Procurement Council

Date:

7/12/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

SCOTT ELLIS

CC: Members of the Procurement Council

Date: 7/12/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Debbie Williams

CC: Members of the Procurement Council

Date: 7/12/14

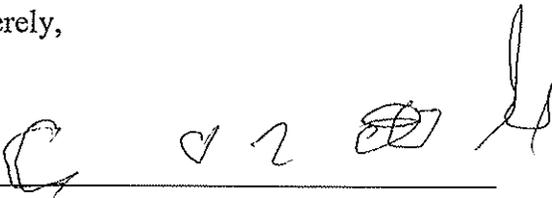
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

CC: Members of the Procurement Council

Date:

7/13/10

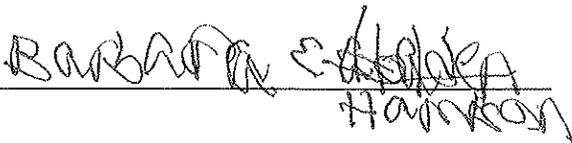
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,


Barbara E. Harkin
Harkin

CC: Members of the Procurement Council

Date:

7/19/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Colleen Merkel

CC: Members of the Procurement Council

Date: 7 13 16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Patricia A Robinson

CC: Members of the Procurement Council

Date: _____

7/13/2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "CHRIS CAPAL". The letters are stylized and somewhat cursive.

Chris Capal

CC: Members of the Procurement Council

Date:

7/15/2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

HAPPY LETELLE WATSON

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Clay Dine BISSONNETTE

CC: Members of the Procurement Council

Date:

7-13/16

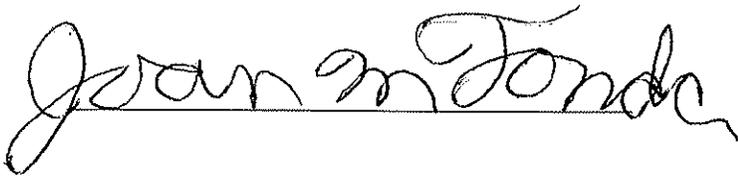
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink that reads "Juan M. Tonda". The signature is written in a cursive style with a horizontal line underneath the name.

CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Chen Carhart

CC: Members of the Procurement Council

Date: _____

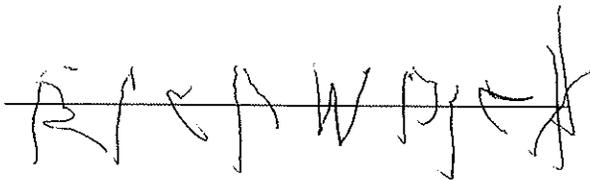
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "RoAnn M Destito". The signature is written in a cursive style with a horizontal line through the middle of the letters.

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Joice Sheehan

CC: Members of the Procurement Council

Date: 7/13/16

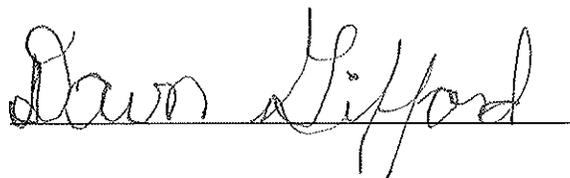
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,



CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Jane Destito

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Dale Derrick

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Jeannette Schreiner

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Bobby Klock

CC: Members of the Procurement Council

Date: 7/13/16

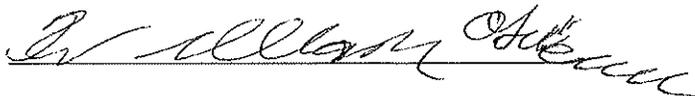
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,



CC: Members of the Procurement Council

Date: 7/13/10

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

SUE C MAC ROY

CC: Members of the Procurement Council

Date: 7/20/16

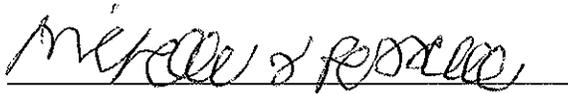
RoAnn M Destito, Commissioner
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Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,



CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Bob Zimser

CC: Members of the Procurement Council

Date: 2/03/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

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Sincerely,

Bright Refersu

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

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Sincerely,



CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Roger Baker

CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,



CC: Members of the Procurement Council

Date: _____

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NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Donnie Hafenstein

CC: Members of the Procurement Council

Date: _____

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Jamal Burgess

CC: Members of the Procurement Council

Date: July 13 2018

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Eric A. Lipscomb

CC: Members of the Procurement Council

Date: 3/14/16

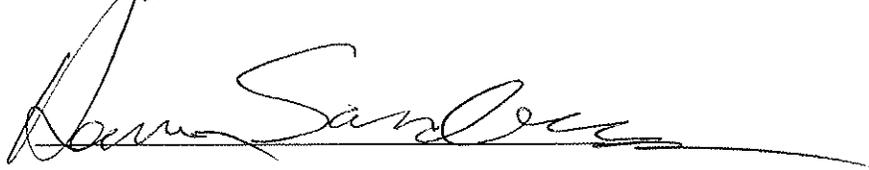
RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "RoAnn Destito", written over a horizontal line.

CC: Members of the Procurement Council

Date: 7/13/19

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

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Sincerely,

Shane Pearson

CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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Please support the Mail Fulfillment Application and save my job. Thank you.

Sincerely,

Angelita Medina Molano

CC: Members of the Procurement Council

Date: 7/13/2016

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

I am a proud member of the Center for Disability Services' Commercial Services workforce. Having a job allows me to get out into the community and to contribute to it. Earning a paycheck helps me to support myself and my family and gives me a sense of self-worth and independence that I wouldn't have without a job. I take pride in doing a good job and look forward to going to work and seeing my co-workers.

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Sincerely,

Neil Vatsyayan

CC: Members of the Procurement Council

Date: 7/13/14

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

Dear Commissioner Destito:

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Sincerely,

CHRIS WILCOX

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Dinah Sorrentino

CC: Members of the Procurement Council

Date: 7/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Dail Lopez

CC: Members of the Procurement Council

Date: 7/13/16

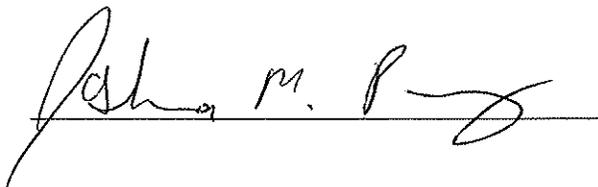
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A handwritten signature in cursive script, appearing to read "RoAnn M. Destito", is written over a horizontal line.

CC: Members of the Procurement Council

Date: 7-13-16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Michael Ferris

CC: Members of the Procurement Council

Date: 7/17/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,



CC: Members of the Procurement Council

Date: 2/13/16

RoAnn M Destito, Commissioner
NYS Office of General Services
Corning Tower, Empire State Plaza
Albany, NY 12242

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Sincerely,

Kevin P McCreesh

CC: Members of the Procurement Council