

REPORT TO THE LEGISLATURE

Pursuant to PA 252 of 2014

Article V, Section 509

MSI Study Report

Section 509. (1) The department shall conduct a study on the Michigan state industries program. The study shall focus on determining which industries have the maximum benefit to the prisoner population in providing marketable skills and leading to employable outcomes after release of the prisoner from a department facility. The report shall also include data on the current operations of Michigan state industries including: a list of and the number of products sold, the operating budget, the location of all Michigan state industries facilities, the number of prisoners working through Michigan state industries, and purchasers of products. Data in the report shall be data from the preceding fiscal year.

(2) By December 1, the department shall provide a report to the senate and house appropriations subcommittees on corrections, the senate and house fiscal agencies, and the legislative corrections ombudsman detailing the results and recommendations from the study on Michigan state industries described in subsection (1).

Michigan State Industries (MSI) serves as the Michigan Department of Corrections (MDOC) prison industries program. It has factories across the Department producing goods and services both for use within MDOC and throughout state government.

Currently Michigan State Industries produces all prisoner and correctional officer uniforms, all sheets, towels, mattresses, underwear, socks, pajamas, work shoes, coats, vests, etc., worn by staff and prisoners. It also makes signs used across the state in state parks, on highways and at entrances to state departments. It also makes all dental devices (dentures and bridges) and eye glasses worn by prisoners and prison workers. It still does laundry for a number of correctional facilities as well as non-profit hospitals and other state agencies such as Michigan Department of Community Health and local non-profit agencies.

Michigan State Industries prisoner workers are employed in over 30 different U.S. Dept. of Labor job classifications, from file clerks to crew leaders, first line supervisors, press operators, sewing machine operators, mixing and blending machine operators, and quality control, thereby offering many different opportunities for inmates to gain transferrable job skills.

These classifications are in various levels of demand within Michigan. However, the vast majority of skills taught to the prisoner work force are applicable across industry sub-classifications. Those include skills such as: reporting to work on time ready and able to work (clean and appropriately dressed), maintaining an appropriate demeanor both with supervisors and with co-workers, working a full day (typically 7 hours), maintaining quality standards of output, and utilizing employee evaluation feedback appropriately. All of these skills are critical, regardless of the employer.

In June of 2013, Michigan State Industries began compiling the following employment data: length of employment, job assignments with SOCC codes, performance evaluations and employment end dates.

Attachment A contains the Michigan State Industries FY2014 financial reports with additional key information. These reports include additional information requested by the Legislature and indicate by factory the number of staff and prisoners employed. It also provides FY2014 sales, a list of all items sold, a list of all customers, and the allocation of sales across 8 customer types. Following each factory's sales report is an income statement for each factory showing sales, direct expenses, indirect expenses, and administrative and sales expenses as well as miscellaneous revenues and any write offs for closed operations. Also included is a schedule of Administrative and Sales overhead expenses and the FY2014 Consolidated Statement of Net Assets.

Michigan State Industries currently operates the following:

Shoe Factory - Bellamy Creek Correctional Facility, Ionia
License Plate – Gus Harrison Correctional Facility, Adrian
Sign Shop – Bellamy Creek Correctional Facility, Ionia
Mattress Factory - G. Robert Cotton Correctional Facility, Jackson
Janitorial Factory - Detroit Reentry Center, Detroit
Huron Valley Garment Factory - Women's Huron Valley Correctional Facility, Ypsilanti
Thumb Laundry - Thumb Correctional Facility, Lapeer
Kinross Garment Factory - Kinross Correctional Facility, Kincheloe
Carson City Garment Factory - Carson City Correctional Facility, Carson City
Brooks Laundry - Brooks Correctional Facility, Muskegon Heights
Dental Laboratory - Women's Huron Valley Correctional Facility, Ypsilanti
Print Shop - G. Robert Cotton Correctional Facility, Jackson
Optical Laboratory - Gus Harrison Correctional Facility, Adrian
Ionia Garment Factory - Ionia Correctional Facility, Ionia

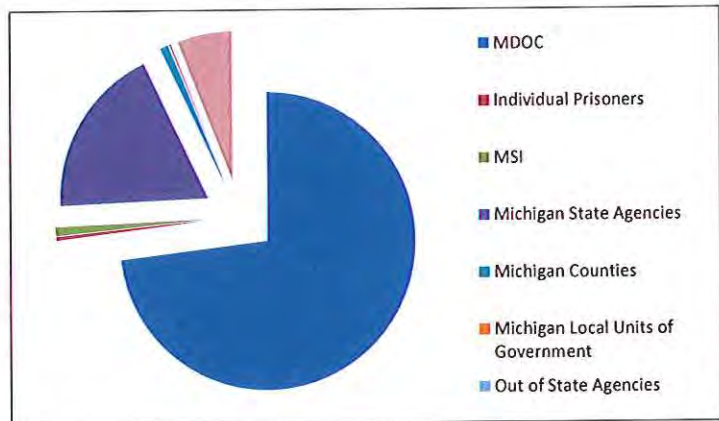
Attachment A

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014
All Factories & Administrative Costs

	<u>Income Statement</u>
General Sales	\$ 24,177,833
Transfers	\$ 221,543
Sales Returns & Allowances	\$ (186)
NET SALES & TRANSFERS	\$ 24,399,217
Prime Expenses:	
Direct Materials	\$ 9,905,832
Direct Prisoner Labor	\$ 538,757
TOTAL PRIME EXPENSES	\$ 10,444,139
Overhead Expenses:	
Indirect Prisoner Labor	\$ 141,117
Heat, Light & Power	\$ 1,154,472
Maintenance of Assets	\$ 195,295
Equipment less than \$1,000	\$ 1,956
Inventory Adjustments	\$ (25,198)
Building Depreciation	\$ 437,352
Equipment Depreciation	\$ 477,083
Other Manufacturing Expenses	\$ 1,328,315
Factory Supervision	\$ 7,096,934
TOTAL MANUFACTURING EXPENSES	\$ 10,807,327
Total Cost of Goods Sold	\$ 21,251,468
Gross Margin	\$ 3,167,751
Selling & Administrative Expenses:	
Selling Expenses	\$ 1,829,616
Miscellaneous Expenses	\$ 9,513
Administration Expenses	\$ 1,422,962
TOTAL SELLING & ADMIN EXPENSES	\$ 3,252,578
Miscellaneous Revenues	\$ 241,324
NET INCOME FROM OPERATIONS	\$ 156,497
Gain (loss) from Discontinued Operations	\$ (1,604,381)
NET MARGIN	\$ (1,467,885)
RAW MATERIALS INVENTORY	\$ 4,932,076
WORK IN PROCESS INVENTORY	\$ 309,712
FINISHED GOODS INVENTORY	\$ 2,289,052
Total Inventory	\$ 7,530,840

SALES BY CUSTOMER TYPE

73.1%	\$ 17,826,420.89	MDOC
0.3%	\$ 79,292.58	Individual Prisoners
0.9%	\$ 223,262.79	MSI
18.6%	\$ 4,542,172.29	Michigan State Agencies
0.9%	\$ 219,785.21	Michigan Counties
0.1%	\$ 23,867.79	Michigan Local Units of Government
0.1%	\$ 19,606.90	Out of State Agencies
6.0%	\$ 1,464,807.25	Non-governmental entities
100.0%	\$ 24,399,215.70	(differences due to rounding)



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

SHOE FACTORY - Located at Bellamy Creek Correctional Facility, Ionia

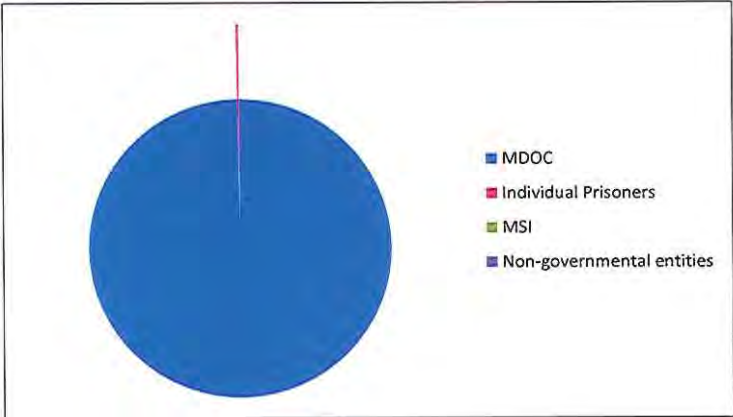
Opened August 2009, currently employs 2 staff and 40 prisoners

SHOE FACTORY ITEMS SOLD RANKED BY REVENUE

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
1	OXFORD, WORK, INMATE MENS - ALL SIZES	73,060	\$ 1,685,062.50
2	OXFORD WORK INMATE, WOMEN ALL SIZES	3,156	\$ 72,699.00
3	BELT - all sizes	3,005	\$ 45,424.75
4	SHOE,ORTHOTIC, MEN, (VARIOUS ORTHOTICS)	377	\$ 25,825.70
5	SCUFFS, SADDLE, VARIOUS SIZES	848	\$ 19,547.20
6	MEDICAL ATHLETIC SHOE, MENS SIZES 6-19 D-6E	580	\$ 12,395.00
7	BOOT, SAFETY, INMATE, MEN, 6" WORK	401	\$ 11,629.00
8	SHOE, ADSEG, MENS, SOFT SOLE, VELCRO	545	\$ 9,619.00
9	RUBBER BOOTS - ALL SIZES	145	\$ 3,770.00
10	BOOT, WORK, 6", INMATE, MENS	134	\$ 3,613.30
11	3/4" WEBBED PRISONER BELT, ONE SIZE BLACK	1,266	\$ 3,291.60
12	MEDICAL ATHLETIC SHOE, WOMEN	146	\$ 2,810.50
13	SHOE, ORTHO, MENS, VARIOUS LIFTS	30	\$ 2,094.60
14	ORTHO, SHOE, MENS OBTUSE	25	\$ 1,692.50
15	MEDICAL ATHLETIC SHOE, MENS VELCRO SZ 9-14	61	\$ 1,097.25
16	LACES, SHOE, BLACK, 27"-45"	1,233	\$ 494.65
17	SHOES, ORTHOS, MENS, 2 SIZES WITH DBT	4	\$ 342.50
18	BOOT, WORK, 6", INMATE, MENS W/DBT/LIFT	4	\$ 286.30
19	SHOES, ORTHOS, MENS, 2 SIZES W/ 2" DBT	3	\$ 204.90
20	SHOE, ORTHO, INMATE, WOMEN W/DBT	2	\$ 137.00
	SHOES,ORTHOS,MENS,2 DIFFERENT SIZES	4	\$ 92.40
	SHOE,ORTHO,MENS,2 SIZES-1"LIFT	1	\$ 70.90
	SHOES,ORTHOS,MENS,2 SIZES W/DBT&LIFT (LorR)	1	\$ 68.80
	SHOE, ORTHO, MENDS, W/2 SIZES	1	\$ 68.80
	SHOE,DEEP BOX TOE, MEN OBTUSE	1	\$ 68.20
	MEN MEDICAL HIGH TOP ATHLETIC SHOE	2	\$ 50.40
	BOOT,WORK,6",INMATE,WOMENS 10-1/2 3E	1	\$ 26.00

SALES BY CUSTOMER TYPE

\$ 1,878,364.80	MDOC
\$ 4,849.00	Individual Prisoners
\$ 404.60	MSI
\$ -	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 27.60	Non-governmental entities
\$ 1,883,646.00	



INDIVIDUAL MICHIGAN STATE INDUSTRY SHOE FACTORY CUSTOMERS

\$ 1,878,364.80	MDOC Correctional Facilities
\$ 4,849.00	Individual Prisoner Accounts
\$ 404.60	MSI Factories
\$ 27.60	Midnight Crew LLC - private customer

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Shoe Factory, Bellamy Creek Correctional Facility

	<u>Income Statement</u>
General Sales	\$ 1,883,241
Transfers	\$ 405
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,883,646</u>
Prime Expenses:	
Direct Materials	\$ 801,096
Direct Prisoner Labor	\$ 29,649
TOTAL PRIME EXPENSES	<u>\$ 830,745</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 12,075
Heat, Light & Power	\$ 84,594
Maintenance of Assets	\$ 20,975
Equipment less than \$1,000	\$ 879
Inventory Adjustments	\$ 6,611
Building Depreciation	\$ 60,998
Equipment Depreciation	\$ 33,995
Other Manufacturing Expenses	\$ 100,881
Factory Supervision	\$ 355,800
TOTAL MANUFACTURING EXPENSES	<u>\$ 676,810</u>
Total Cost of Goods Sold	<u>\$ 1,507,555</u>
Gross Margin	\$ 376,091
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	<u><u>\$ 376,091</u></u>
RAW MATERIALS INVENTORY	\$ 380,841.86
WORK IN PROCESS INVENTORY	\$ 91,436.28
FINISHED GOODS INVENTORY	<u>\$ 336,976.28</u>
	<u>\$ 809,254.42</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

LICENSE PLATE FACTORY - Located at Gus Harrison Correctional Facility, Adrian

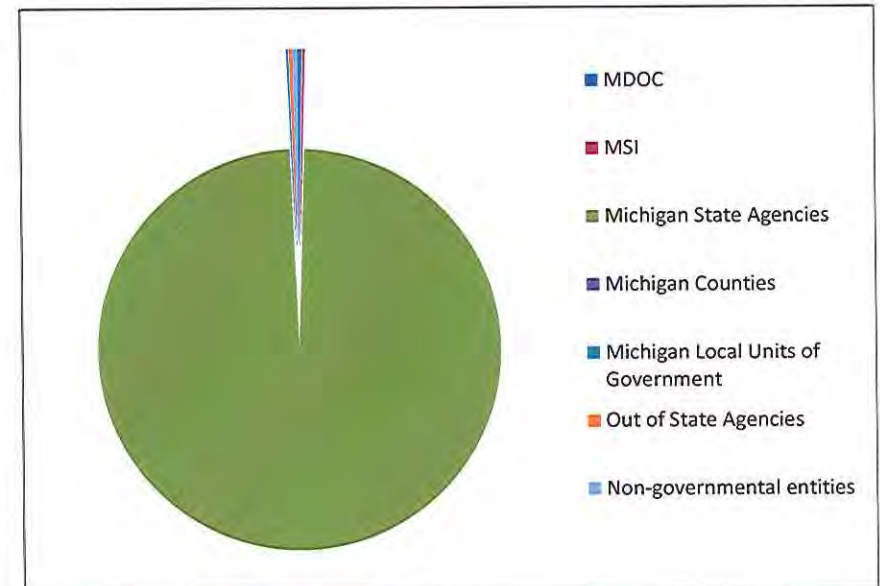
Opened October 1990, currently employs 5 staff and 70 prisoners

LICENSE PLATE FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Volume	Revenue
1	PURE MICHIGAN PASSENGER W/LOGO	930,000	\$ 1,578,210.00
2	PASSENGER/MACKINAC BRIDGE	272,500	\$ 481,507.50
3	TRAILER/UNP ALUM/PURE MICHIGAN	164,300	\$ 278,817.10
4	DEALER/PURE MICHIGAN	59,000	\$ 111,923.00
5	PASSENGER/ALUM/PENINSULA/BLACK	50,000	\$ 88,350.00
6	HANDICAPPED/PURE MICHIGAN	31,000	\$ 58,807.00
7	PERSONALIZED/PURE MICHIGAN	17,948	\$ 53,664.52
8	FUNDRAISER/UNP ALUM/PURE MICHIGAN	19,058	\$ 49,150.58
9	COMMERCIAL GVW/PURE MICHIGAN	25,000	\$ 42,425.00
10	PERSONALIZED MACKINAC BRIDGE PASSENGER	12,809	\$ 38,939.36
11	COMMERCIAL/UNP ALUM/PURE MICHIGAN	21,000	\$ 35,637.00
12	VETERAN/UNPTD ALUM/PURE MICHIGAN	11,719	\$ 30,223.30
13	MOTOR CYCLE/PURE MICHIGAN	28,000	\$ 26,012.00
14	PERSONALIZED/ALUM/PENINSULA/BLACK	7,082	\$ 21,529.28
15	IRP APPORTIONED/PURE MICHIGAN	10,000	\$ 18,970.00
16	FUNDRAISER/PERSONAL/UNP ALUM/PURE MICH	4,336	\$ 16,906.06
17	HANDICAP MACKINAC BRIDGE PASSENGER	8,000	\$ 14,136.00
18	HISTORIC/ALUM/PURE MICHIGAN	7,000	\$ 13,279.00
19	VETERAN/ALUM/PENINSULA/BLACK	4,321	\$ 11,502.50
20	PERMANENT FLEET/PURE MICHIGAN	5,000	\$ 9,485.00
	ORGANIZATIONAL/UNP ALUM/PURE MICH(PAIRS)	1,742	\$ 8,898.14
	IN TRANSIT REPAIR/PURE MICHIGAN	3,400	\$ 6,449.80
	PERSONALIZED/PURE MICHIGAN(PAIRS)	1,034	\$ 6,131.62
	Personalized Mackinac Bridge Passenger	999	\$ 6,023.97
	MANUFACTURER/PURE MICHIGAN	3,000	\$ 5,691.00
	MUNICIPAL Y/PURE MICHIGAN	3,000	\$ 5,691.00
	CERTIFICATE FOLDER	1,450	\$ 5,447.50
	NOVELTY PLATE-2 COLORS-200 PLATES	1,219	\$ 4,327.45
	MACKINAC PLATE/TAXI PLATES	1,091	\$ 3,927.60
	PACKAGING & WRAPPING SERVICES	1	\$ 3,738.00
	NAME TAG, METAL CLUTCH	659	\$ 3,690.40

SALES BY CUSTOMER TYPE

\$ 10,301.70	MDOC
\$ -	Individual Prisoners
\$ 5,771.85	MSI
\$ 3,070,111.70	Michigan State Agencies
\$ 159.20	Michigan Counties
\$ 3,479.00	Michigan Local Units of Government
\$ 8,926.60	Out of State Agencies
\$ 8,196.95	Non-governmental entities
\$ 3,106,947.00	



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Michigan Department of Corrections

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LICENSE PLATE FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	MICH STATE POLICE/ALUM/PURE MICH (PAIRS)	972	\$ 3,639.17
	PERSONALIZED VETERAN/PURE MICHIGAN	911	\$ 3,551.99
	WOOD MITTEN PLAQUE	125	\$ 3,378.75
	DEALER MOTOR CYCLE/PURE MICHIGAN	3,300	\$ 3,065.70
	GORILLA GRIP	76,206	\$ 3,035.00
	PERSONALIZED/ALUM/PENINSULA/BLACK	461	\$ 2,779.83
	PERSONALIZED MOTOR CYCLE/PURE MICHIGAN	1,267	\$ 2,599.88
	SINGLE FACE INTERIOR SIGN, PLASTIC	241	\$ 2,238.75
	FUNDRAISER/PERSONAL/UNP ALUM/PURE MI PR	281	\$ 2,177.19
	PERSONALIZED VETERAN PENINSULA BLACK	538	\$ 2,124.56
	NAME TAG, METAL MAGNET	262	\$ 2,078.88
	ROUND RING 3"	410	\$ 2,016.00
	MOTORCYCLE/MACKINAC BRIDGE	2,000	\$ 1,958.00
	NAME TAG, PLASTIC PIN	647	\$ 1,941.00
	NOVELTY PLATE FUND-RAISER-6 COLOR-50	272	\$ 1,917.60
	Commercial Mackinac Bridge	1,000	\$ 1,767.00
	NOVELTY PLATE FUND-RAISER-6 COLOR-100	278	\$ 1,681.90
	Personalized Mackinac Bridge M/C	799	\$ 1,679.50
	NOVELTY PLATE-3 COLORS-100 PLATES	308	\$ 1,401.40
	NAME TAG, PLASTIC, MAGNET	405	\$ 1,107.00
	NAME TAG, PLASTIC CLUTCH	394	\$ 1,063.80
	Cutting Boards 5 OR MORE \$25.00	40	\$ 1,000.00
	VETERAN/NP/MC/PURE MICHIGAN	517	\$ 983.33
	TRANSPORTER/PURE MICHIGAN	500	\$ 948.50
	SPECIAL FARM/PURE MICHIGAN	500	\$ 948.50
	MAGNETIC BACK	238	\$ 922.50
	NOVELTY PLATE/4 COLORS-200 PLATES	200	\$ 910.00
	SILKSCREEN DECALS TRANSFER FILM	43,525	\$ 855.59
	SILKSCREEN DECALS TRANSFER FILM	43,525	\$ 855.59
	CONFERENCE/CERTIFICATE FOLDER, PADDED	155	\$ 813.75
	ROUND RING 1-1/2" BINDER	181	\$ 714.95
	PERSONALIZED M/C/ALUM/PENINSULA/BLACK	321	\$ 674.74
	PERSONALIZED VETERAN/PURE MICHIGAN(PAIR)	80	\$ 619.84
	AMATEUR CALL LETTER/ALUM/PENINSULA/BLACK	201	\$ 618.68

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Michigan Department of Corrections

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LICENSE PLATE FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	NOVELTY PLATE-2 COLORS-50 PLATES	116	\$ 585.80
	ROUND RING 2" BINDER	134	\$ 569.50
	SINGLE-FACE INTERIOR SIGN,MARBLED STEEL	39	\$ 543.75
	ADA COMPLAINT & TACTILE SIGNS	29	\$ 525.55
	HOT STAMP/SILKSCREENING	2,424	\$ 484.80
	HANDICAPPED/M/C/PURE MICHIGAN	500	\$ 464.50
	NOVELTY PLATE-2 COLORS-100 PLATES	114	\$ 461.70
	PRISM AWARD	16	\$ 432.00
	NAME TAG, METAL CLUTCH	75	\$ 431.25
	PERSONALIZED VETERAN PENINSULA BLACK	53	\$ 415.94
	STATE REPRESENTATIVE/PURE MICHIGAN(PR)	110	\$ 411.84
	SHERIFF/ALUM/PURE MICHIGAN (PAIRS)	104	\$ 389.38
	ELEVATOR ALUMINUM BLANK 4-3/4X6-1/2	1,000	\$ 380.00
	CONFERENCE/CERTIFICATE FOLDER, STANDARD	100	\$ 380.00
	STATE REP BRIDGE PLATE	110	\$ 376.20
	AMATEUR RADIO/ALUM/PURE MICHIGAN	111	\$ 323.90
	PIN BACK FASTENER	97	\$ 291.00
	MSG/PURE MICHIGAN	150	\$ 284.55
	ENGRAVING	2,537	\$ 253.70
	VETERAN/NP/MC/PEN/BLACK	123	\$ 233.95
	ORGANIZATIONAL LOGO COASTERS	80	\$ 195.00
	WALL MOD FRAME-PRIS BRAILLE TELE SIGN	10	\$ 179.50
	STATE OWNED/PURE MICHIGAN	80	\$ 151.76
	STATE SENATOR/PURE MICHIGAN (PAIRS)	38	\$ 142.27
	STATE SENATOR BRIDGE PLATE	38	\$ 129.96
	DOOR/WALL MODULAR FRAME	10	\$ 113.50
	PRISM AWARD	3	\$ 111.00
	DOOR/WALL MODULAR FRAME	8	\$ 100.00
	PLAQUE, WOOD OR COLORED STEEL w/MARBLE	6	\$ 95.70
	DOOR/WALL PLATE HOLDER	10	\$ 90.00
	NAME TAG, PLASTIC CLIP	28	\$ 84.00
	Special Silkscreen Price	1	\$ 80.00
	D-RING 4"	11	\$ 76.45
	D-RING 3"	11	\$ 61.60

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LICENSE PLATE FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	SILKSCREENING SET UP CHARGE & FEE	4 \$	60.00
	MAX CAP (BOAT INSPECT)/ANY ALUM/WH/3X2	100 \$	53.00
	LOGO	17 \$	51.00
	D-RING 2" BINDER	12 \$	51.00
	DOOR/WALL MODULAR FRAME	3 \$	49.50
	SET UP FEE	1 \$	40.00
	PLAQUE MARBLED ACRYLIC	2 \$	37.90
	ROUND RING 1" BINDER	10 \$	36.50
	DESK PEDESTAL PLATE HOLDER	5 \$	25.00
	PLAQUE MARBLED ACRYLIC	1 \$	22.95
	SINGLE-FACE INTERIOR SIGN, COLORED STEEL	2 \$	15.50
	VETERAN/NP/MC/HC/PEN/BLACK	6 \$	12.31
	TRAILER STATE OWNED/ALUM/PURE MICHIGAN	6 \$	11.38
	DESKTOP HOLDER	1 \$	6.95
	MICH STATE POLICE/GOV/MC/ALUM/PURE MICH	7 \$	6.50
	SHERIFF/MC/ALUM/PURE MICHIGAN	4 \$	3.72

INDIVIDUAL MICHIGAN STATE INDUSTRY LICENSE PLATE FACTORY CUSTOMERS

\$ 3,053,896.66	Secretary of State
\$ 10,301.70	Michigan Department of Corrections
\$ 8,926.60	New Mexico Mounted Research
\$ 7,201.60	Michigan State Police
\$ 5,771.85	Michigan Department of Natural Resources
\$ 5,457.63	Michigan DTMB
\$ 3,902.47	MSI Factories
\$ 2,672.85	Michigan Sheriffs' Association
\$ 2,520.00	City of Warren
\$ 2,167.85	Michigan DLARA
\$ 1,080.00	Michigan Department of Military & Veterans Affairs
\$ 1,057.50	Organ Historical Society - Michigan Chapter
\$ 1,037.50	National Brittany Rescue & Adoption
\$ 1,000.00	Gus Harrison Employee club
\$ 650.50	Baraga Maximum Employee Club
\$ 540.00	City of Ann Arbor

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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INDIVIDUAL MICHIGAN STATE INDUSTRY LICENSE PLATE FACTORY CUSTOMERS - continued

	<u>Revenue</u>	<u>Item Description</u>
\$	524.25	Michigan Public Health Institute
\$	400.00	Kettunen Center
\$	316.25	Fogotten Man Ministries
\$	311.10	Michigan Department of Human Services
\$	303.00	Durham Investments, Inc
\$	277.35	Michigan Department of Community Health
\$	235.10	Greater Lansing Area
\$	203.50	Michigan Gaming Control Board
\$	164.70	Michigan DELEG
\$	159.20	Kalamazoo 8th District Court
\$	108.00	City of Livonia
\$	88.75	City of Fenton
\$	84.00	MSU Dept of Police & Public Safety
\$	72.00	City of Hazel Park
\$	70.25	Michigan Lottery
\$	25.20	City of Wayne
\$	25.15	Marine City Police Department
\$	22.95	Cass County Parks
\$	15.90	Madison Township Fire Department

MICHIGAN PRISON INDUSTRIES
SUMMARY OF OPERATIONS
FY 2014

License Plate Factory - Gus Harrison Correctional Facility

	<u>Income Statement</u>
General Sales	\$ 3,103,044
Transfers	\$ 3,902
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 3,106,947</u>
Prime Expenses:	
Direct Materials	\$ 1,456,500
Direct Prisoner Labor	\$ 37,271
TOTAL PRIME EXPENSES	<u>\$ 1,493,770</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 7,180
Heat, Light & Power	\$ 47,143
Maintenance of Assets	\$ 9,646
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (14,371)
Building Depreciation	\$ 34,233
Equipment Depreciation	\$ 29,424
Other Manufacturing Expenses	\$ 61,227
Factory Supervision	\$ 611,033
TOTAL MANUFACTURING EXPENSES	<u>\$ 785,515</u>
Total Cost of Goods Sold	<u>\$ 2,279,286</u>
Gross Margin	\$ 827,661
Selling & Administrative Expenses:	
Selling Expenses	\$ 102,374
Miscellaneous Expenses	\$ 9,513
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ 102,374</u>
Miscellaneous Revenues	\$ 9,513
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	<u><u>\$ 734,800</u></u>
RAW MATERIALS INVENTORY	\$ 1,934,479.29
WORK IN PROCESS INVENTORY	\$ 218,275.37
FINISHED GOODS INVENTORY	<u>\$ 130,385.84</u>
	<u>\$ 2,283,140.50</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

SIGN FACTORY - Located at Bellamy Creek Correctional Facility, Ionia

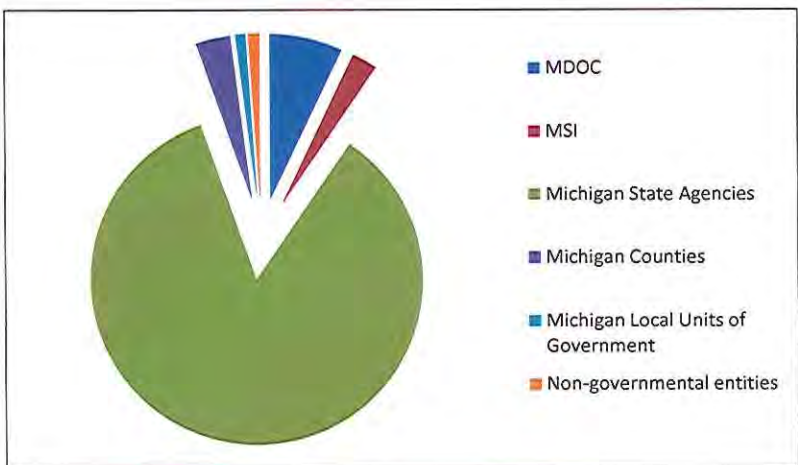
Opened August 2009, currently employs 2 staff and 17 prisoners

SIGN SHOP ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Volume	Revenue
1	DEPT OF STATE WATERCRAFT DECALS 2.5"x3"	300,000	\$ 66,000.00
2	DEPT OF STATE SNOWMOBILE DECALS 6" X 3"	110,589	\$ 47,557.27
3	ONE WAY DIRECTIONAL ARROW	7,467	\$ 29,643.99
4	STOP SIGN	2,925	\$ 24,599.25
5	TRAIL NUMBER SIGN	13,330	\$ 21,727.90
6	STOP AHEAD	2,160	\$ 19,245.60
7	STOP,36X36,SR/RD	262	\$ 19,086.70
8	FLAT MILL .080 ALUMINUM BLANK	400	\$ 16,760.00
9	ALIGNMENT INTERSECTION (L)	1,955	\$ 16,441.55
10	ALIGNMENT INTERSECTION (R)	1,945	\$ 16,357.45
11	ORV ROUTE REASSURANCE MARKER	4,075	\$ 14,873.75
12	CONFIDENCE MARKER	11,185	\$ 14,428.65
13	BRIDGE/CULVERT MARKER (PR)	1,477	\$ 14,356.44
14	YIELD	1,757	\$ 13,704.60
15	MDOT REFLECTIVE POST PANELS	1,000	\$ 12,800.00
16	DMB VEHICLE DOOR DECALS 8" X 10.5"	6,000	\$ 12,600.00
17	MDOT REFLECTIVE POST PANELS	1,000	\$ 11,750.00
18	FLAT MILL .080 ALUMINUM BLANK	400	\$ 11,200.00
19	SHOE SHANKS	90,000	\$ 10,800.00
20	BULLETIN BOARDS 24"X24"X1/2"	747	\$ 10,458.00
21	CLICK IT OR TICKET 24X24 RECYCLE, A/R,	650	\$ 10,432.50
	SHARP TURN (L)	1,226	\$ 10,310.66
	SHARP TURN (R)	1,208	\$ 10,159.28
	ALUMINUM DOUBLE SIDED HIP	200	\$ 10,150.00
	12X18 ALUMINUM REFLECTIVE SIGN	1,603	\$ 8,692.50
	INFORMATIONAL ARROW	1,487	\$ 8,684.08
	Reflective Aluminum Sign w/cust. wording	973	\$ 8,270.50
	48X36 NO PASSING .125 AL DGF REFLECTIVE	75	\$ 7,923.75
	DECAL W/HANDICAP WHEELCHAIR - MIN 1000	65,000	\$ 7,800.00
	STAKES, GRADE, 1-3/4" x 3/4" X 36", 50/BUND	178	\$ 7,280.20
	CHAIR, CORTECH, RAZOR BACK - BLACK	160	\$ 7,200.00
	STAY ON TRAIL	1,206	\$ 7,055.10
	33'X78' BANNER W/ROLL UP STAND	35	\$ 6,938.75

SALES BY CUSTOMER TYPE

\$ 58,817.81	MDOC
\$ -	Individual Prisoners
\$ 20,595.06	MSI
\$ 707,539.39	Michigan State Agencies
\$ 27,957.43	Michigan Counties
\$ 7,705.85	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 9,104.56	Non-governmental entities
\$ 831,720.10	



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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	NO SNOWMOBILES	1,116 \$	6,528.60
	STOP AHEAD SYMBOL W/ARROW YL/BK/RD W/BOR	96 \$	6,369.60
	FLAT MILL .080 ALUMINUM BLANK	450 \$	6,345.00
	SCREEN PRINT LOGO/TEXT	3,125 \$	6,250.00
	PRIVATE DRIVE AHEAD	741 \$	6,231.81
	STAKES,LATHE,1-1/2" x 3/8" X 48",50/BUND	168 \$	6,064.80
	CLICK IT OR TICKET 36X36, A/R, HIP	85 \$	5,644.00
	FLAT MILL .080 ALUMINUM BLANK	100 \$	5,580.00
	CENTENNIAL FARM MARKERS W/CREDIT LINE	104 \$	5,194.80
	SIDE INTERSECTION	580 \$	4,877.80
	SUPPLEMENTAL PLAQUE	557 \$	4,684.37
	4+ PALLETS REFURBISH ONLY	4,837 \$	4,450.04
	FLAT MILL .080 ALUMINUM BLANK	400 \$	4,240.00
	ORV DIRECTIONAL ARROW	2,400 \$	4,152.00
	SPONSOR REC SIGN	356 \$	4,086.88
	MILE POST - TWO DIGITS,12X36,SR/GR	110 \$	4,081.00
	WRONG WAY,36X24,RD/SR	79 \$	4,052.70
	FLAT MILL .080 ALUMINUM BLANK	125 \$	3,937.50
	PRIVATE PROPERTY	666 \$	3,896.10
	INTERSTATE ROUTE MARKER,36X36,RD/WH/BU	31 \$	3,447.20
	DTMB E-COMMERCE SHIRTS MD,LG,XL-OR-WH	445 \$	3,426.50
	MOPED DECALS FOR DEPT OF STATE	22,100 \$	3,315.00
	RAZOR BACK CHAIR -BLACK	72 \$	3,240.00
	24X24 ALUMINUM HIP WH/BK	200 \$	3,210.00
	SPEED LIMIT,24X30,SR/BK	144 \$	3,031.20
	WET AREA	340 \$	2,859.40
	FLAT MILL .080 ALUMINUM BLANK	160 \$	2,816.00
	AIRCRAFT REGISTRATION DECAL FOR BOAA	7,000 \$	2,800.00
	SIGNAL AHEAD-SYMBOL,ALUM,YL/BKL	25 \$	2,795.00
	SILKSCREEN	40 \$	2,694.56
	SIGNAL AHEAD-SYMBOL,ALUM,YL/BKL	40 \$	2,654.00
	FLAT MILL .040 ALUMINUM BLANK	250 \$	2,650.00
	VINYL POSTER MOUNTED ON FOAMCORE	173 \$	2,646.90
	STOP AHEAD-SYMBOL W/ARROW,YL/BK/RD W/BOR	19 \$	2,625.80
	2-PALLETS REFURBISH ONLY	2,707 \$	2,625.79
	24 x 18 ALUMINUM REFLECTIVE SIGN	76 \$	2,534.60
	FLAT MILL .040 ALUMINUM BLANK	1,000 \$	2,500.00

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	STOP,30X30,SR/RD	51 \$	2,493.90
	WOOD MITTEN CUTOUT FOR VINYL	152 \$	2,445.47
	48X48 MERGE TRAFFIC R .125 AL DGF REFL	12 \$	2,342.40
	SCHOOL ADV-SYM, LIME GREEN, DIAMOND GRAD	35 \$	2,322.25
	36" X 48" X 48" NO PASSING ZONE	26 \$	2,289.30
	STAKES,R.O.W.,3" x 3/4" X 36",30/BUN	63 \$	2,255.40
	RAILROAD CROSSING,36X36,YELLOW/BLACK	20 \$	2,236.00
	PRINT & STICK	1,041 \$	2,123.64
	FLAT MILL .040 ALUMINUM BLANK	1,150 \$	2,070.00
	36X24 ALUMINUM REFLECTIVE SIGN	47 \$	2,039.80
	CHEVRON ALIGNMENT,36X48,YL/BK	15 \$	2,009.25
	STATE ROUTE MARKER,ALUM,SR/BK	125 \$	2,006.25
	NEWAYGO 1 DAY PERMIT	8,000 \$	2,000.00
	DNU-WRONG WAY 42X30 RD/SR SEE HYAL5	25 \$	1,922.50
	STOP,30X30,SR/RD	76 \$	1,903.80
	PRIVATE DRIVE	220 \$	1,850.20
	24 x 24 ALUMINUM REFLECTIVE SIGN	51 \$	1,795.20
	INTERSTATE ROUTE MARKER 24X24,RD/WH,BU	110 \$	1,765.50
	ALUMINUM DOUBLE SIDED HIP	100 \$	1,725.00
	ALUMINUM DOUBLE SIDED HIP	100 \$	1,725.00
	18X6 ALUMINUM REFLECTIVE SIGN	112 \$	1,724.80
	MDOT 30X30 ALUM REF DIAMOND GRADE	25 \$	1,708.75
	SHOE SHANKS	14,197 \$	1,703.64
	CLICK IT OR TICKET 36X36 RECYCLE, A/R, H	50 \$	1,695.00
	ONE WAY INSIDE LEFT ARROW,SR/BK	76 \$	1,687.20
	CHEVRON ALIGNMENT,YL/BL	26 \$	1,680.90
	BRIDGE MAY BE ICY,36X36,ALUM,YL/BK	15 \$	1,677.00
	NO WHEELED MOTOR VEHICLES	450 \$	1,647.50
	ONE WAY INSIDE RIGHT ARROW,SR/BK	72 \$	1,598.40
	LOGGING AHEAD	190 \$	1,597.90
	30" STOP	42 \$	1,585.50
	CHEVRON ALIGNMENT,YL/BK	65 \$	1,569.75
	YIELD, 36" TRIANGLE, SR/RD	45 \$	1,525.50
	48X24 ARROW TARGET REV .125 AL DGF REFL	14 \$	1,507.10
	STOP,24X24	42 \$	1,478.40
	CONGESTED AREA	170 \$	1,429.70
	96X48 MDOC BUILDING ID	5 \$	1,383.00

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	18X12 ALUMINUM REFLECTIVE SIGN	61 \$	1,372.50
	DNU-ONE WAY 54X18 SR/BL SEE HYAL5	25 \$	1,337.50
	DNU-ONE WAY 54X18 SR/BL SEE HYAL5	25 \$	1,337.50
	CHEVRON ALIGNMENT,YL/BK	34 \$	1,327.70
	ARROW CURVE LEFT, 36X36, YL/BK	20 \$	1,327.00
	72 X 48 Sandblasted ID Sign	1 \$	1,303.75
	FOOD	317 \$	1,296.53
	STOP, 36X36, SR/RD	38 \$	1,288.20
	12X12 ALUMINUM REFLECTIVE SIGN	82 \$	1,262.80
	TO-MARKER-US/MICHIGAN,24X12,ALUM,BK/SR	130 \$	1,248.00
	11X14 POSTER	1,900 \$	1,235.00
	DIRECTION ARROW MARKER-LEFT/RIGHT,BU/SR	120 \$	1,230.00
	GAS	297 \$	1,214.73
	PASS WITH CARE,24X30,SR/BK	30 \$	1,191.00
	US ROUTE MARKER, 24X24,SR/BK	70 \$	1,123.50
	TWO WAY TRAFFIC SYMBOL,36"x36",YL/BK	10 \$	1,118.00
	9 x 12 ALUMINUM REFLECTIVE SIGN	71 \$	1,093.40
	RAILROAD CROSSING	129 \$	1,084.89
	STAKES,GRADE,1-3/4" x 3/4" X 24",50/BUND	38 \$	1,069.70
	ARROW-MERGING,TRAFFIC-RIGHT,48X48,YL/BK	5 \$	1,006.00
	LEFT LANE MUST TURN LEFT,30X30,SR/BK	40 \$	1,002.00
	3X3 NEWAYGO VEHICLE AND LAUNCH PERMIT	2,000 \$	1,000.00
	TANK CLOSURE NOTICE WARNING-DO NOT FILL	500 \$	1,000.00
	BRIDGE MAY BE ICY, 36X36,ALUM YL/BK	15 \$	995.25
	1-1/2" X 13-1/2" PLEX INFORMATION HOLDER	50 \$	987.50
	18X18 DIAMOND LOGGING W/ UP ARROW	280 \$	966.00
	IDLE SPEED ONLY,POWER LOADING PROHIBITED	12 \$	900.00
	MV-125 FREE PARKING DECAL FOR HANDICAP	6,000 \$	900.00
	RESERVED(YOUR WORDING)18x12	38 \$	855.00
	FLAT MILL .125 ALUMINUM BLANK	20 \$	854.00
	LODGING	207 \$	846.63
	YIELD,36" TRIANGLE,SR/RD	15 \$	844.50
	18" HAND HELD STOP SIGN	24 \$	828.00
	INTERSTATE ROUTE MARKER, 36X36,RD/WH/BU	24 \$	813.60
	24" X 30" DO NOT PASS	40 \$	802.00
	MOTOR VEHICLES ONLY,24X30,SR/BK	25 \$	788.75
	SESQUICENTENNIAL FARM PLAQUE,30X6	42 \$	777.00

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	ORV TRAIL ATV	1,150 \$	770.50
	WRONG WAY 30"X18"	15 \$	769.50
	WRONG WAY 42X30 RD/SR	20 \$	769.00
	42X9-D/F BLANK EG	50 \$	761.00
	DANGER/NO DIVING....LAUNCH AREA	10 \$	750.00
	24 x 30 ALUMINUM REFLECTIVE SIGN	19 \$	747.65
	PASS WITH CARE,24X30,SR/BK	35 \$	736.75
	36" STOP AHEAD	11 \$	726.00
	LABEL	1,406 \$	703.00
	MONROE COUNTY ROAD COMMISSION STICKERS	1,000 \$	700.00
	PLYWOOD REFLECTIVE 48X48	3 \$	690.00
	NO ALCOHOLIC BEVERAGES, DRUGS, ETC	3 \$	690.00
	Refurbished Screen for License Plate Fac	34 \$	679.32
	18 x 24 ALUMINUM SIGNS	20 \$	667.00
	DEER CROSSING-SYMBOL, 36X36, YL/BK	10 \$	663.50
	ARROW CURVE RIGHT, 36X36, YL/BK	10 \$	663.50
	ORV MIXED TRAFFIC	50 \$	657.00
	48 X 24 TARGET ARROW	11 \$	644.60
	24" X 30" PASS W/ CARE	32 \$	641.60
	DO NOT PASS,24X30,SR/BK	30 \$	631.50
	BOUNDARY RECREATION LAND,8" X 5",CYCOLAC	100 \$	625.00
	ROUTE MARKER	645 \$	593.40
	88X154 TABLE COVER W/50"X17" LOGO	35 \$	587.30
	WRONG WAY, 36 X 24, RD/SR	26 \$	583.70
	TARGET ARROW,48X24,YL/BK	5 \$	565.00
	STATE GAME AREA-OPEN TO HUNTING	150 \$	562.50
	18" HAND HELD STOP SIGN W/LIGHTS	11 \$	561.00
	FIRE STATION-SYMBOL,ALUM,YL/BK	5 \$	559.00
	PEDESTRIAN CROSSING-SYMBOL,36x36,YL/BK	5 \$	559.00
	SLIPPERY WHEN WET-SYMBOL,36X36,YL/BK	5 \$	559.00
	FLAT MILL .080 ALUMINUM BLANK	100 \$	557.50
	US ROUTE MARKER,36X36,SR/BL	5 \$	556.00
	FLAT MILL .080 ALUMINUM BLANK	100 \$	540.00
	ONE WAY 54X18 SR/BL	10 \$	535.00
	DO NOT ENTER,36X36,SR/RD	8 \$	531.20
	KEEP RIGHT-SYMBOL,24X30 ALUM,SR/BK	25 \$	526.25
	18X18 ALUMINUM REFLECTIVE SIGN	19 \$	517.75

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	NO MOTORIZED WHEELED VEHICLES PLASTIC	75 \$	517.50
	NO STOPPING,STANDING,PARKING,12X18	23 \$	517.50
	"NO ORVs", WITH DNR LOGO,9x12,ALUM REFLE	40 \$	500.00
	FLAT MILL .125 ALUMINUM BLANK	10 \$	497.00
	78 X 30 PLYWOOD SIGN PHI	2 \$	489.90
	48 X 24 DOUBLE ARROW	8 \$	468.80
	STOP AHEAD,48X48,YL/BK/RD/WH	2 \$	460.10
	96X48 DBL SIDED PLY REFL SIGN	1 \$	460.00
	ADV.SPEED PNL,W/O,24X24,YL/BL	15 \$	456.75
	AGRICULTURE VEHICLE DECALS 4.5" X 2.75"	700 \$	455.00
	11-3/4 CIRCLE SOM SEAL	30 \$	453.00
	DO NOT ENTER - BUILDING NOT SAFE	300 \$	450.00
	16X20 POSTER	500 \$	450.00
	SPEED LIMIT,24X30,SR/BK	11 \$	436.70
	ORV ROUTE	650 \$	435.50
	CHEVRON SIGN 30X36 DG	5 \$	429.50
	SYMBOL(NO PARKING),12X12	26 \$	400.40
	DO NOT PASS,24X30,SR/BK	10 \$	397.00
	TARGET ARROW-REVERSIBLE,YL/BK	1 \$	386.00
	18 X 6 CYCOLAC SIGN	101 \$	384.15
	CARDINAL DIRECTION MARKER-SOUTH,SR/BK	40 \$	384.00
	CARDINAL DIRECTION MARKER-WEST,SR/BK	40 \$	384.00
	HANDICAP PARKING W/SILHOUETTE	17 \$	382.50
	36" STOP	7 \$	376.60
	WILDLIFE REFUGE NO ENTRY 18X6	100 \$	375.00
	HUNTING AREA	100 \$	365.00
	STAKES,HUB,1-3/4" x 1-3/4" X 18",20/BUND	25 \$	358.75
	FLAT MILL .080 ALUMINUM BLANK	50 \$	355.00
	WHITE VINYL / MDMVA	700 \$	355.00
	JACKSON COUNTY 4H HORSE PROGRAM	60 \$	354.00
	NO TRESPASSING, PRISON PROPERTY, ETC	10 \$	352.00
	PADDLE-W/STAFF(SLOW-SIDE 1)(STOP-SIDE 2)	5 \$	352.00
	AUTHORIZED VEHICLES ONLY,24X24	10 \$	352.00
	LICENSE PLATE TABS	1,200 \$	348.00
	DECAL 8X11	50 \$	340.00
	CARDINAL DIRECTION MARKER-NORTH,SR/BK	35 \$	336.00
	SPEED LIMIT SIGN,10 MPH,18X24,WH/BK	10 \$	333.50

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	RAILROAD CROSSING, 36X36, YELLOW/BLACK	5 \$	331.75
	LANE ENDS, 36X36, YL/BK	5 \$	331.75
	DIVIDED HIGHWAY SYMBOL	5 \$	331.75
	DO NOT ENTER (24X24),ALUM REFLEC,RD/WH	9 \$	316.80
	OFF LIMITS,18 X 12,ALUMINUM REFLECTIVE	14 \$	315.00
	ONE WAY INSIDE RIGHT ARROW, SR/BK	24 \$	307.20
	PLYWOOD REFLECTIVE 48X60	1 \$	300.00
	NO ALCOHOLIC BEVERAGES, ETC	1 \$	300.00
	18" WOOD CIRCLE SANDBLASTED w/SOM COA	3 \$	297.00
	NO PARKING AT ANY TIME,12X18,WH/RD	13 \$	292.50
	ALUMINUM REFLECTIVE 48X24	5 \$	290.50
	BI-DIRECTIONAL TARGET ARROW,YL/BK	5 \$	288.75
	BANNER 96 x 36 13 oz SINGLE SIDED	3 \$	288.00
	STAKE,SLOPE,4" x 3/4" x 30",48/BUNDLE	8 \$	283.68
	NO HUNTING, 18X6	75 \$	281.25
	NO SHOOTING - SAFETY ZONE	75 \$	281.25
	48 x 96 PLASTIC SIGN	3 \$	272.25
	36" X 36" SIGNAL AHEAD	4 \$	264.00
	36" X 36" BRIDGE ICES BEFORE ROAD	4 \$	264.00
	CUT BLACK VINYL-TO REPLACE NAMES	108 \$	259.20
	VINYL POSTER	33 \$	259.05
	JACKSON COUNTY 4H HORSE PROGRAM	75 \$	258.75
	FLAT MILL .040 ALUMINUM BLANK	150 \$	255.00
	36X84 WOOD REFLECTIVE SIGN	2 \$	250.70
	RIGHT LANE MUST TURN RIGHT, SR/BK	10 \$	250.50
	STAKES,HUB,1-3/4" x 1-3/4" X 12",20/BUND	25 \$	250.00
	CENTENNIAL FARM MARKERS W/O CREDIT LINE	5 \$	249.75
	RESERVED PARKING ONLY W/HDCP SILHOUETTE	11 \$	247.50
	NO RIGHT TURN-SYMBOL,24X24,SR/BK/RD	15 \$	240.75
	NO LEFT TURN-SYMBOL,SR/BK/RD	15 \$	240.75
	AUTHORIZED VEHICLES ONLY,SR/BK	15 \$	240.75
	BANNER, 48x36	5 \$	240.00
	30X9-D/F BLANK EG-AR	20 \$	239.00
	BUMP, ALUM, YL/BK	5 \$	238.00
	DO NOT ENTER, 36X36, SR/RD/PHI	7 \$	237.30
	MIDLAND ADOPT A PARK 18X24	6 \$	234.00
	72 X 30 PLYWOOD SIGN PHI	1 \$	233.15

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	ONE WAY INSIDE LEFT ARROW, SR/BK	18 \$	230.40
	OUT OF BOUNDS, 18 X 12, ALUM REFLECTIVE	10 \$	225.00
	NO PARKING, TOW A-WAY ZONE-SYMBOL, 12X18	10 \$	225.00
	NO PARKING W/SYMBOL, 12X18	10 \$	225.00
	SPEED 45 MPH 24"X30"	11 \$	220.55
	FLAT MILL .125 ALUMINUM BLANK	10 \$	215.00
	SIGN, CYCOLAC	48 \$	211.20
	FLAT MILL .080 ALUMINUM BLANK	10 \$	211.00
	SWIM AREA, 26x20	16 \$	208.00
	FLAT MILL .080 ALUMINUM BLANK	50 \$	205.00
	LICENSED RENDERING PLANT VEHICLE DECAL	200 \$	200.00
	NO PARKING ANY ST-TIME LOCAL ORD, SR/BK	2 \$	197.70
	NO ALCOHOLIC BEVERAGES, ETC	5 \$	196.75
	HDPE PLASTIC REFLECTIVE 60X36	2 \$	195.10
	18 X 24 CYCOLAC SIGN	11 \$	194.15
	MILE POST - ONE DIGIT, 12X24, SR/GR-REC	20 \$	192.00
	36X4 FLOOR DECAL WITH HIGHT TRAFFIC LAM	35 \$	187.25
	OBJECT MARKER - LEFT, 12X36, YELLOW/BLACK	5 \$	185.50
	24 x 6 ALUMINUM REFLECTIVE SIGN	12 \$	184.80
	30" X 30" DEER (SYMBOL)	4 \$	184.80
	HANDICAP PARKING ONLY W/SILHOUETTE 12X18	8 \$	180.00
	WRONG WAY, 18X30, AR	5 \$	176.00
	30 x 30 ALUMINUM REFLECTIVE SIGN	4 \$	175.80
	STOP, 30X30	4 \$	175.80
	STREET SIGN, DOUBLE SIDED, WHITE ON GREEN	7 \$	173.25
	US ROUTE MARKER, 36X36, SR/BL	5 \$	169.50
	18X24 ALUMINUM REFLECTIVE SIGN	5 \$	166.75
	SPEED LIMIT SIGN, 15 MPH, 18X24, WH/BK	5 \$	166.75
	OFF INTERSTATE RTE MARKER-BU LOOP SR/GR	10 \$	160.50
	12" X 12" NO PARKING SYMBOL	33 \$	160.05
	PICTURE IDENTIFICATION REQUIRED, ETC	4 \$	157.40
	SPEED LIMIT SIGN, 25 MPH, 24"x30", WH/BK	4 \$	157.40
	3X3 DECAL W/ LAMINATE	600 \$	156.00
	NO PARKING-SYMBOL, ALUM, SR/BK/RD	28 \$	150.80
	72 X 36 ALUMINUM SIGN	1 \$	142.20
	DECAL 1x3	600 \$	141.18
	34X16 DECAL-MIDLAND MAP TRAIL	20 \$	141.00

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	NO BICYCLES,24X24,ALUM REFLEC,RD/WH/BK	4 \$	140.80
	30X30 REVERSE TURN LEFT	3 \$	138.60
	18" X 24" CHEVRON	6 \$	135.60
	CENTER LANE ONLY,ARROW,24X42,SR/BK	5 \$	134.75
	12" X 36" OBJECT MARKER LEFT	6 \$	132.60
	FLAT MILL .080 ALUMINUM BLANK	10 \$	132.00
	FLAT MILL .080 ALUMINUM BLANK	10 \$	132.00
	36" SCHOOL ADVANCE	2 \$	132.00
	36 X 36 REVERSE TURN LEFT	2 \$	132.00
	36" X 36" TRUCK CROSSING SYM	2 \$	132.00
	36" X 36" ADV CROSS ROAD	2 \$	132.00
	REFURBISH 24"X30"	6 \$	132.00
	COROPLAST SIGN	5 \$	130.00
	DO NOT ENTER,SR/RD,HIP	5 \$	125.25
	NO HUNTING, NO TRAPPING, 18" X 6"	30 \$	112.50
	OPEN TO HUNT & TRAP, State Park,DNR LOGO	30 \$	112.50
	HANDICAPP PARKING/VAN ACCESSIBLE W/SILHO	5 \$	112.50
	NO PARKING IN THIS AREA,12X18,ALUM REFLE	5 \$	112.50
	12" X 36" OBJECT MARKER RIGHT	5 \$	110.50
	OBJECT MARKER - LEFT,12X36,YL/BK-REC	5 \$	109.00
	OBJECT MARKER-RIGHT,12X36,YL/BK	5 \$	109.00
	STOP,18X18	4 \$	109.00
	30X84 WOOD REFLECTIVE SIGN	1 \$	106.65
	STOP signs, 24"x24" w/type IV HIPS	6 \$	105.60
	NO RIGHT TURN,24X24,ALUM REFLEC,RD/WH/BK	3 \$	105.60
	TURN RIGHT ONLY	5 \$	105.25
	PROHIBITED-TYPES,24X30,SR/BK	5 \$	105.25
	MIDLAND COUNTY BOAT DECALS 3 X 3	700 \$	105.00
	12X18 PARKING SIGN COROPLAST	22 \$	104.50
	18" X 18" ADV SPEED LIMIT MPH	6 \$	104.40
	ADVANCED ARROW MARKER - LEFT	10 \$	102.50
	ADVANCED TURN ARROW-RIGHT,21X15,SR/GR	10 \$	102.50
	DIRECTIONAL ARROW MARKER,21X15,SR/BK	10 \$	102.50
	1-WAY ARROW,36X12	3 \$	100.05
	PLASTIC LAUNDRY TAGS 1/4" HOLE	500 \$	100.00
	DECAL 3X3	200 \$	99.40
	KEEP RIGHT SYMBOL	1 \$	98.85

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	CARDINAL DIRECTION MARKER-EAST,SR/BK	10 \$	96.00
	15 X 2 BANNER	1 \$	94.85
	30" X 30" ADV SIDE ROAD	2 \$	92.40
	STANDARD YIELD SIGN,30 X 30,RED/WHITE	2 \$	87.90
	48x36 ALUMINUM REFLECTIVE SIGN	1 \$	87.15
	18X18 BRIDGE OUT	10 \$	84.10
	HOSPITAL "H",BU/SR	5 \$	80.25
	24" X 30" KEEP RIGHT	4 \$	80.20
	SCREEN CHARGE	1 \$	80.00
	96" X 12" ALUMINUM REFLECTIVE SIGN	1 \$	79.55
	AUTHORIZED VEHICLES ONLY	2 \$	78.70
	SIGN,PLASTIC,12x9	8 \$	73.20
	RESERVED PARKING-W/H-CAP SYMBOL,SR/BK/GR	10 \$	73.00
	12X12 NO PARKING SYMBOL - RECYCLE	15 \$	72.75
	ALUMINUM REFLECTIVE 60X24	1 \$	72.50
	NO TRUCK SYMBOL IN BLACK, RED, WHITE	2 \$	70.40
	CAMP LIMITS, 18 X 12,ALUMINUM REFLECTIVE	3 \$	67.50
	NO PARKING - FIRE LANE,12X18	3 \$	67.50
	ORV TRAIL M/C	100 \$	67.00
	SPEED LIMIT SIGN,5 MPH,BLACK ON WHITE	2 \$	66.70
	1-WAY ARROW,36X12	2 \$	66.70
	ADVANCED SCHOOL SPEED LIMIT WARNING-25MP	1 \$	66.00
	36" X 36" RIGHT OFFSET SIDE ROAD SYM	1 \$	66.00
	36" X 36" LANE ENDS MERGE LEFT	1 \$	66.00
	36X36 ALUMINUM REFLECTIVE SIGN	1 \$	65.35
	SIGN,4-WAY,12 X 6,ALUM REFL,RED/WHITE	4 \$	61.60
	LICENSE PLATE TAB-CITY	150 \$	60.00
	LICENSE PLATE TABS SHOWING EXP DATE	400 \$	60.00
	REFURBISH 30"X36"	2 \$	55.50
	9 X 12 CYCOLAC SIGN	6 \$	54.90
	NO SWIMMING - LAUNCH AREA	6 \$	54.90
	HORSES PROHIBITED	15 \$	54.75
	LDFAA PARKING AREA	15 \$	54.75
	IDLE SPEED ONLY.POWER LOADING PROHIBITED	2 \$	54.50
	24 x 12 ALUMINUM REFLECTIVE SIGN	2 \$	53.30
	DINING ROOM POSTED RULES,BLACK ON WHITE	2 \$	53.00
	PATHWAY CONFIDENCE MARKERS	20 \$	53.00

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	MOTORCYCLE TABS	180 \$	52.20
	DIR. ARROW MARKER-60" LEFT, 21X15,WH/BK	5 \$	51.25
	DIRECTIONAL ARROW-US/MICH,21X15,SR/BK	5 \$	51.25
	LABELS	250 \$	50.00
	4X5 CAUSTIC LABEL	100 \$	50.00
	SLOW NO WAKE (ONE SIDE) 24 X 24	2 \$	49.60
	BANNER,48x24	1 \$	48.00
	3X4 DECAL	64 \$	48.00
	30" REVERSE CURVE LEFT	1 \$	46.20
	RESERVED PARKING LEFT ARROW W/SILHOUETTE	2 \$	45.00
	RESERVED PARKING RIGHT ARROW W/SILHOUETT	2 \$	45.00
	NO PARKING SIGN,12"X18",ALUM REFLEC	2 \$	45.00
	NO PARKING,VIOLATORS WILL BE TOWED AWAY	2 \$	45.00
	36X30 ALUMINUM REFLECTIVE SIGN	1 \$	44.95
	CAMERAS AND PICTURE TAKING, ETC	1 \$	39.35
	PARALLEL PARK ONLY,12 X 18,ALUM,SR/GR	5 \$	36.50
	NO STOPPING,STANDING,PARKING,WH/RD	5 \$	36.50
	STANDARD YIELD SIGN,24 X 24,RED/WHITE	1 \$	35.20
	REFURBISH 18"X24"	2 \$	34.50
	12X18 A/R HIP NP THIS SIDE OF STREET-REC	5 \$	34.25
	ONE WAY SIGN,LEFT ARROW,18X24,ALUM REFL	1 \$	33.35
	BANNER,24x24	1 \$	32.00
	18X8 ALUMINUM REFLECTIVE SIGN	2 \$	30.80
	STOP,12X12	2 \$	30.80
	24" X 42" CENTER LANE ONLY	1 \$	27.05
	SIGN REPAIR 48X6	1 \$	24.46
	12X18 CYCOLAC SIGN	2 \$	24.10
	BICYCLE TRAIL SYMBOL,GREEN ON WHITE	8 \$	24.00
	8 X 8 PLASTIC SIGN	3 \$	22.50
	HANDICAPP RESERVED PARKING W/SILHOUETTE	1 \$	22.50
	NO PARKING,LOADING ZONE,12X18	1 \$	22.50
	INSTRUCTIONAL SIGNS,24X24	1 \$	22.20
	8 X 10 PLASTIC SIGN	2 \$	18.30
	OPEN TO HUNT & TRAP, State Park,MDNR	2 \$	18.30
	NO CAMPING - PLASTIC	2 \$	18.30
	FLAMMABLE	6 \$	17.70
	REFURBISH 24"X24"	1 \$	17.60

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SIGN SHOP ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	REFURBISH 12" X 18"	2 \$	17.30
	8X10 DECAL	5 \$	17.00
	18 X 18 CYCOLAC SIGN	1 \$	16.90
	24" X 10" SCHOOL DAYS	2 \$	14.60
	ROOM CAPACITY, BLACK ON WHITE, 18x18	1 \$	13.90
	DAY USE AREA	2 \$	12.30
	FAIR BENCHES	1 \$	12.00
	WHITE VINYL DECAL / MDMVA	3 \$	10.20
	PLASTIC SIGN W/ ONE COLOR PRINT	3 \$	9.00
	NO SWIMMING/DIVING 3.5 X 8 AR	4 \$	8.00
	4"X12" IBC HOUSING DECALS	1 \$	6.95
	DECAL, 6x4	1 \$	3.25

INDIVIDUAL MICHIGAN STATE INDUSTRIES SIGN SHOP CUSTOMERS

\$ 255,022.78	Michigan Department of Transportation
\$ 291,905.94	Michigan Department of Natural Resources
\$ 127,012.77	Secretary of State
\$ 58,817.81	MDOC
\$ 20,595.06	MSI Factories
\$ 16,813.29	Genesee County Road Commission
\$ 16,289.75	MDTMB
\$ 14,255.00	Michigan Dept of Agriculture
\$ 6,221.55	Historical Society of Michigan
\$ 3,000.00	Newaygo County Parks
\$ 2,708.75	City of Dearborn
\$ 2,625.79	Saginaw County Road Commission
\$ 1,670.55	City of Frankenmuth
\$ 1,529.40	Midland County
\$ 1,303.75	Seebeck Family Fund
\$ 1,256.00	Iosco County Road Commission
\$ 1,177.20	Michigan Public Safety Communication System
\$ 1,090.00	Michigan Dept of LARA
\$ 801.75	City of East Jordan
\$ 700.00	Monroe County Road Commission
\$ 667.00	Grand Traverse Metro Fire Dept
\$ 612.75	Jackson County 4-H Council
\$ 561.00	Carrollton Township

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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INDIVIDUAL MICHIGAN STATE INDUSTRIES SIGN SHOP CUSTOMERS (continued)

\$	432.00	Lutheran High School Association
\$	414.00	Leslie Fire/Police Department
\$	400.20	Bay Mills Indian
\$	391.56	Brimley Booster Club
\$	346.20	Cheboygan County
\$	303.00	Charlevoix County Sheriff
\$	290.50	Cass County Parks
\$	246.50	Ionia Free Fair
\$	234.00	Midland County Parks and Recreation
\$	226.55	Michigan State Police
\$	198.00	Michigan Dept of Military & Veterans Affairs
\$	175.00	Northwest Choir Parents
\$	167.50	Michigan Dept of Community Health
\$	157.50	Michigan Dept of Licensing & Regulation
\$	142.20	Lee Township
\$	138.00	Ferndale Police Department
\$	138.00	City of Dearborn Heights
\$	103.50	Port Huron Police Department
\$	99.40	Bridgeton Township
\$	87.15	Gratiot Conservation District
\$	86.80	Riga Township
\$	60.00	City of Livonia
\$	60.00	Chippewa Ottawa Resource Authority
\$	49.60	Butman Township
\$	34.50	City of Marquette
\$	33.35	New Haven Community Schools
\$	30.80	City of Midland Parks and Recreation
\$	27.25	Michigan Dept of Treasury
\$	9.15	Michigan Dept of Human Services

MICHIGAN PRISON INDUSTRIES

Michigan Department of Corrections

SUMMARY OF OPERATIONS

FY 2014

Sign Shop - Bellamy Creek Correctional Facility

	<u>Income Statement</u>	
General Sales	\$	811,125
Transfers	\$	20,595
Sales Returns & Allowances	\$	-
NET SALES & TRANSFERS	\$	831,720
		.
Prime Expenses:		
Direct Materials	\$	369,517
Direct Prisoner Labor	\$	9,450
TOTAL PRIME EXPENSES	\$	378,967
Overhead Expenses:		
Indirect Prisoner Labor	\$	8,404
Heat, Light & Power	\$	50,213
Maintenance of Assets	\$	4,098
Equipment less than \$1,000	\$	212
Inventory Adjustments	\$	(23,854)
Building Depreciation	\$	32,476
Equipment Depreciation	\$	31,162
Other Manufacturing Expenses	\$	58,917
Factory Supervision	\$	222,549
TOTAL MANUFACTURING EXPENSES	\$	384,176
Total Cost of Goods Sold	\$	763,142
Gross Margin	\$	68,578
Selling & Administrative Expenses:		
Selling Expenses	\$	1,100
Miscellaneous Expenses	\$	-
Administration Expenses	\$	-
TOTAL SELLING & ADMIN EXPENSES	\$	1,100
Miscellaneous Revenues	\$	6,374
Gain (loss) from Discontinued Operations	\$	-
NET MARGIN	\$	73,852
RAW MATERIALS INVENTORY	\$	324,967
WORK IN PROCESS INVENTORY	\$	-
FINISHED GOODS INVENTORY	\$	58,439

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

MATTRESS FACTORY - Located at G. Robert Cotton Correctional Facility, Jackson

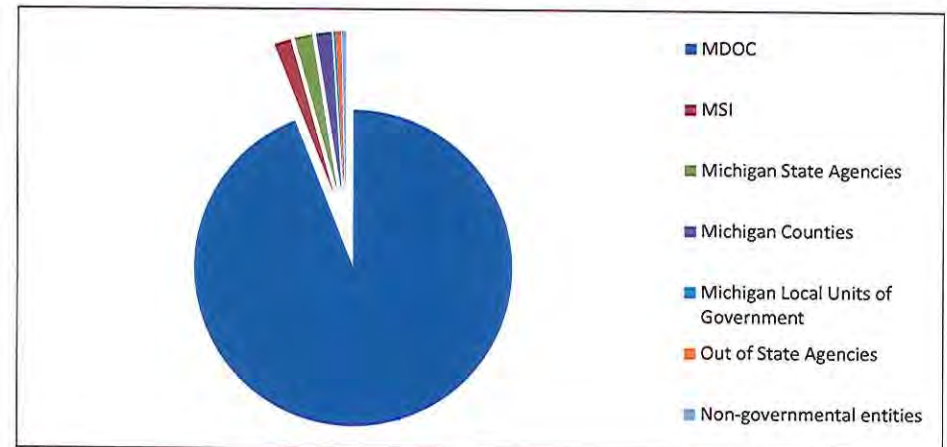
Opened October 1986, currently employs 2 staff and 37 prisoners

MATTRESS FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	LAUNDRY BAG, SPLIT BOTTLE NECK, WHITE	64,952	\$ 380,048.74
2	SHEET, FLAT, 54 X 98, WHITE	33,480	\$ 223,689.60
3	SHEET, FLAT, 66X105, WHITE	17,596	\$ 124,931.60
4	BAG, DUFFLE, INMATE, 15X15X39	8,105	\$ 124,621.25
5	PILLOW-CASE, 22X30, BLEACHED	44,340	\$ 101,982.00
6	PILLOW, SURECHEK, MICROVENT, 18X24	11,247	\$ 74,519.70
7	COVER, MATTRESS, SureChek, 12.5 OZ, 36X76X4	3,105	\$ 66,757.50
8	SHEET, FLAT, 66X105, BLUE	8,808	\$ 63,645.60
9	BLANKET, WOOL, 62X84, GREEN	7,675	\$ 63,480.00
10	CURTAIN, SHOWER, 3-PANEL, 44"x 87", TOP	2,874	\$ 50,438.70
11	MATTRESS, POLY CORE, SURECHEK 44,30x75x4	897	\$ 48,124.05
12	MATTRESS, SURECHEK, WP/FR, 36X76	551	\$ 40,636.25
13	MATTRESS, SURECHEK, FR, 36X76X4	582	\$ 37,538.40
14	MATTRESS, SURECHEK, WP/ FR, 30X76X4	528	\$ 35,798.40
15	PILLOW-CASE, 22X30, BLUE	11,500	\$ 26,450.00
16	MATTRESS, POLY CORE, SURECHEK 44,36x80x6	291	\$ 21,941.40
17	MATTRESS, SURECHEK, FR, 30X76X4	370	\$ 21,460.00
18	DNU-BLANKET, WOOL, 62X84, BLUE	2,089	\$ 21,350.00
19	APRON, BIB STYLE, KITCHEN	3,475	\$ 18,051.53
20	SHEET, FLAT, 54X98, BLUE	2,715	\$ 17,376.00
	BLANKET, COTTON, THERMAL, 66X90, BLUE	1,297	\$ 15,564.00
	MATTRESS, POLY CORE, SURECHEK 44,36x75x4	193	\$ 11,946.70
	PILLOW TICK, S/C MICROVENT, 17X22	3,744	\$ 11,232.00
	MATTRESS, SURECHEK, WP/ FR, 36X76X4	150	\$ 10,912.50
	MattressPoly Core, w/Pillow 13.5oz30x76x4	181	\$ 10,889.60
	GARMENT, SECURITY, ADJUSTABLE, NYLON	55	\$ 8,904.50
	MATTRESS, INSPIRING, SIDE SEAM, 36X75X8, NAVY	50	\$ 7,950.00
	PILLOW TICK, S/C MICROVENT, 20X26	2,050	\$ 6,970.00
	Mattress, Poly Core, w/Pillow, 13.5oz, 25x72	136	\$ 6,786.40
	DNU-PAD, MATTRESS, 36X76, POLY-FILL	358	\$ 5,907.00
	MATTRESS, HOSP, SURECHEK FFB, 36X75X7	35	\$ 5,526.50
	BLANKET, SECURITY, NYLON, 50X78, NAVY	59	\$ 4,602.00
	MATTRESS COVER SPECIAL SIZE QUOTE	131	\$ 4,036.00
	COVER, MATTRESS, SURECHEK, 12.5 OZ, 30X76X4	242	\$ 3,993.00
	MATTRESS, HOSP., SURECHEK FFB, 36X80X7	24	\$ 3,837.60

SALES BY CUSTOMER TYPE

\$ 1,613,691.55	MDOC
\$ -	Individual Prisoners
\$ 28,101.03	MSI
\$ 30,878.80	Michigan State Agencies
\$ 26,716.00	Michigan Counties
\$ 2,638.60	Michigan Local Units of Government
\$ 8,565.80	Out of State Agencies
\$ 6,774.85	Non-governmental entities
\$ 1,717,366.63	



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

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MATTRESS FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
1	LAUNDRY BAG, SPLIT BOTTLE NECK, WHITE	64,952	\$ 380,048.74
	MATTRESS,POLY CORE,SURECHEK 44,25x72x4	65	\$ 2,918.50
	SHEET,FITTED,36X76X4, WHITE	288	\$ 2,332.80
	APRON,SURECHEK,WATERPROOF,42"	334	\$ 1,987.30
	MATTRESS COVER SPECIAL SIZE QUOTE	73	\$ 1,971.00
	MATTRESS,SURECHEK, WP/FR,30X76X4	29	\$ 1,951.20
	CURTAIN, SHOWER, 2-PANEL, 36" x 65"	116	\$ 1,711.00
	Laundry Bag, 20 X 25, White	450	\$ 1,687.50
	MATTRESS,HOSP.,SURECHEK FFB,W/HDLE,36X75	10	\$ 1,629.00
	MATTRESS,POLY CORE,SURECHEK 44,30x72x4	29	\$ 1,355.75
	MATTRESS,DORM,NYLON CALL PRICE	8	\$ 1,239.20
	MATTRESS,POLY CORE,SURECHEK 44,39X75X6	15	\$ 1,144.50
	SHEET,FITTED, 39 X 80 X 7.5, BLEACHED	134	\$ 1,085.40
	MATTRESS,SURECHEK, WP/ FR, 25X72X4	22	\$ 1,075.80
	DNU-BLANKET, MODACRYLIC, 66"X88", NAVY	40	\$ 1,004.00
	Mattress Poly Core 18oz w/Pillow,36x80x6	10	\$ 870.00
	CART COVER/CALL FOR PRICING	12	\$ 838.00
	MATTRESS,TWIN,NYLON, CALL PRICING	5	\$ 789.50
	LAUNDRY BAG TAG	3,750	\$ 750.00
	BOXSPRING,SURECHEK,FFB,3/3,72X,39X75X7	5	\$ 699.50
	MATTRESS,FULL,NYLON,CALL PRICE	3	\$ 630.00
	MATTRESS COVER, ZIPPER, NAVY, 30X72X4	24	\$ 612.00
	CURTAIN, Vinyl, F/R, 35x67	50	\$ 545.00
	Curtain,Window,Cell,Dorm,F/R,Special,Qot	57	\$ 513.00
	LABEL GARMENT, 1-3/16" WIDTH, 1 SIDED	20,000	\$ 478.20
	MATTRESS MATERIAL 37" (100 YARD ROLLS)	1	\$ 453.00
	SHEET,FITTED,36X76X4, BLUE	33	\$ 267.30
	MATTRESS, DORM XL, NYLON, CALL PRICING	1	\$ 159.00
	MATTRESS,SURECHEK,WP/FR, 30X72X4	2	\$ 124.40
	CURTAIN, Vinyl, F/R, 21x6	24	\$ 78.00
	LABEL GARMENT,1-3/16" WIDTH, 2 SIDED	500	\$ 26.56

INDIVIDUAL MICHIGAN STATE INDUSTRIES MATTRESS FACTORY CUSTOMERS

\$ 28,101.03 MSI

\$ 5,792.00 Michigan Dept of Military and Veterans Affairs

\$ 1,615,822.55 MDOC

\$ 2,404.60 Michigan Dept of Natural Resources

\$ 279.00 Michigan State Police

\$ 22,403.20 Michigan Dept of Community Health

MICHIGAN PRISON INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Mattress Factory - G. Robert Cotton Correctional Facility, Jackson

	<u>Income Statement</u>
General Sales	\$ 1,689,265
Transfers	\$ 28,101
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,717,367</u>
Prime Expenses:	
Direct Materials	\$ 963,466
Direct Prisoner Labor	\$ 26,619
TOTAL PRIME EXPENSES	<u>\$ 990,085</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 8,299
Heat, Light & Power	\$ -
Maintenance of Assets	\$ 6,785
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (1,128)
Building Depreciation	\$ 2,715
Equipment Depreciation	\$ 7,950
Other Manufacturing Expenses	\$ 33,935
Factory Supervision	\$ 348,126
TOTAL MANUFACTURING EXPENSES	<u>\$ 406,679</u>
Total Cost of Goods Sold	\$ 1,396,764
Gross Margin	\$ 320,603
Selling & Administrative Expenses:	
Selling Expenses	\$ 2,162
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ 2,162</u>
Miscellaneous Revenues	\$ 700
Gain (loss) from Discontinued Operations	\$ -
NET MARGIN	\$ 319,141
RAW MATERIALS INVENTORY	\$ 244,426
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 41,163

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

MARQUETTE GARMENT FACTORY - Located at Marquette Branch Prison, Marquette

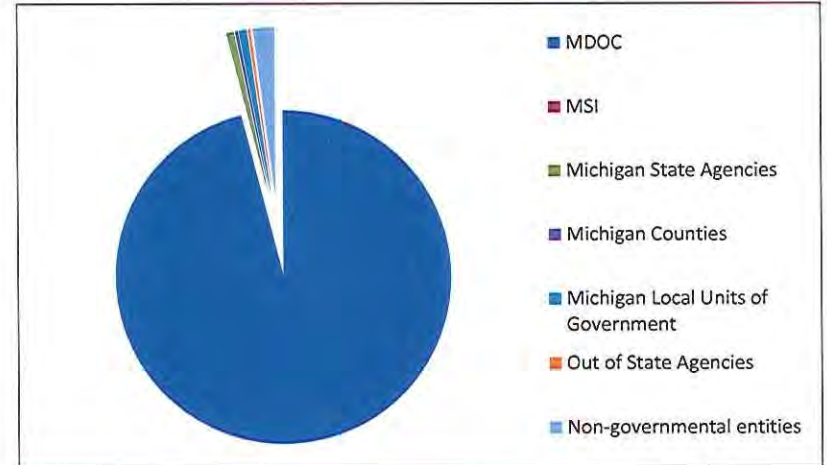
Closed 9/27/2014

MARQUETTE GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	TROUSERS, MALE, all sizes	12,403	\$ 507,359.50
2	TROUSERS, WOMAN, all sizes	1,882	\$ 76,689.00
3	UTILITY BELT WITH KEEPERS, X-SMALL	2,020	\$ 26,742.11
4	BDU-FATIGUE,PANTS,XL-TALL,BLACK	345	\$ 16,000.15
5	CPR POUCH	2,603	\$ 14,415.50
6	BDU/FATIGUE,PANT,UNISEX,all sizes GY	267	\$ 11,837.20
7	DNU-CLASS A UNIFORM,WINTER WT,DNR/GR	147	\$ 9,107.40
8	SHIRT,ERT,SQUAD,L/S,X-LARGE,BLACK	196	\$ 7,288.00
9	TIE, MALE, 21"	1,123	\$ 7,299.50
10	HAND CUFF CASE SINGLE	1,141	\$ 7,188.30
11	CHEMICAL AGENT CASE	706	\$ 6,707.00
12	UNIFORM VEST (FEMALE ONLY) all sizes	262	\$ 6,681.00
13	SHIRT,TRANSPORTATION,OFCR,S/S,all sizes	163	\$ 6,514.00
14	AMERICAN FLAG 5 X 8	204	\$ 6,504.33
15	GLOVE POUCH WITH ID HOLDER	638	\$ 4,831.00
16	FLASHLIGHT HOLDER 5" or 7"	656	\$ 4,303.00
17	SHIRT,TRANSPORTATION OFCR,L/S,all sizes	103	\$ 4,290.70
18	TIE, MALE, 18"	559	\$ 3,633.50
19	RADIO CASE HOLDER-HT-1250(FACILITY ONLY)	325	\$ 3,168.75
20	Patchwork Tote	521	\$ 2,931.50
	AMERICAN FLAG 4 X 6	119	\$ 2,919.15
	DNU-CLASS A UNIFORM,SUMMER WT,DNR/GR	48	\$ 2,870.40
	AMERICAN FLAG 3 X 5	125	\$ 2,451.49
	TIE, MALE, 24"	366	\$ 2,379.00
	GROCERY TOTE	1,067	\$ 2,294.05
	TOTE BAG	1,031	\$ 2,216.65
	DESIGNER BAG WITH BINDING	269	\$ 2,107.50
	BELT KEEPER (5)	534	\$ 1,922.40
	RADIO MIC CLIP	696	\$ 1,786.40
	BALLISTIC VEST MADE OF 1000 CORDURA	9	\$ 1,501.00
	AMERICAN FLAG - 8 X 12	19	\$ 1,424.05
	GAS MASK POUCH FOR AV 2000	80	\$ 1,396.00
	MESSENGER BAG	132	\$ 1,375.20

SALES BY CUSTOMER TYPE

\$ 750,227.11	MDOC
\$ -	Individual Prisoners
\$ 11.60	MSI
\$ 5,721.08	Michigan State Agencies
\$ 1,860.35	Michigan Counties
\$ 5,815.43	Michigan Local Units of Government
\$ 1,670.00	Out of State Agencies
\$ 15,988.10	Non-governmental entities
\$ 781,293.67	



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

MARQUETTE GARMENT FACTORY

Page 2

MARQUETTE GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	TIE, WOMAN	197	\$ 1,280.50
	SHIRT,ERT,SQUAD,BDU,S/S,ALL SIZES,BLACK	34	\$ 1,228.20
	HAND CUFF CASE DOUBLE	147	\$ 1,176.00
	AMERICAN FLAG 6 X 10	20	\$ 1,039.00
	WOMENS UNIFORM PANTS-CALL FOR PRICE	22	\$ 1,024.00
	AMERICAN FLAG WITH WEB HEADER 6 X 10 w	12	\$ 809.40
	CHEMICAL AGENT CASE W/SNAP TAB	75	\$ 712.50
	RADIO CASE HOLDER-200 MEGA(FACILITY ONLY	73	\$ 711.75
	MENS UNIFORM PANTS-CALL FOR PRICE	14	\$ 693.00
	COSMETIC BAG WITH ZIPPER	548	\$ 685.00
	PPD HOLDER (FACILITY ONLY)	169	\$ 672.00
	VEST, LOAD BEARING, MOLLE	8	\$ 632.00
	TIE, MALE, 15"	86	\$ 559.00
	ERT TEAM BAG 18X14X44	10	\$ 435.00
	ERT POCKET PACKAGE	8	\$ 418.40
	DDC BADGE PATCH	300	\$ 405.00
	DISTURBANCE VEST/SHOT GUN,POLY/COT,BLACK	8	\$ 399.60
	HIPSTER MESSENGER BAG	42	\$ 394.80
	RADIO HOLDER (FACILITY ONLY) HT-1000	46	\$ 394.00
	WALLET	85	\$ 378.25
	FACILITY ONLY, DOMINION PPD CASE	100	\$ 300.00
	SMALL COMPUTER SLEEVE	36	\$ 239.40
	WINE TOTE	90	\$ 238.50
	LARGE DESIGNER TOTE	31	\$ 232.50
	BICYCLE BAG, OPEN TOP DESIGN #2	15	\$ 229.50
	REPLACEMENT BUCKLE	196	\$ 221.65
	DISTURBANCE VEST/CHEMICAL AGENT,POLY/COT	4	\$ 199.80
	BALLISTIC VEST MADE OF 500 CORDURA	1	\$ 169.00
	I.D. HOLDERS	27	\$ 141.75
	SINGLE ROUND YOGA MAT BAG	20	\$ 136.00
	RADIO HOLDER (FACILITY ONLY) - 800 MEGA	11	\$ 107.25
	SHIN GUARD STRAPS	80	\$ 100.00
	DISTURBANCE VEST/RECORDER,POLY/COT,BLACK	2	\$ 99.90
	DISTURBANCE VEST/FIRST AID,POLY/COT,BLK	2	\$ 99.90
	DISTURBANCE VEST/PLATOON/SQD LDR,POLY/CO	2	\$ 99.90

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MARQUETTE GARMENT FACTORY

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MARQUETTE GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	PATTERN MAKING FEE/CALL FOR COST	3	\$ 77.85
	COMPUTER SLEEVE	4	\$ 26.60
	TOTE BAG W/WEB HANDLES	10	\$ 18.00
	CLEANING OF BANNERS	1	\$ 15.50
	YOGA MAT TOTE BAG	2	\$ 5.20

INDIVIDUAL MICHIGAN STATE INDUSTRIES MARQUETTE GARMENT FACTORY CUSTOMERS

\$ 750,227.11	MDOC
\$ 13,602.00	Britten Banners & Event
\$ 1,907.44	MDNR
\$ 1,501.00	Snohomish County Sheriff's Office
\$ 1,047.00	Jackson College
\$ 969.84	City of Big Rapids
\$ 899.10	West Shore Community College
\$ 809.40	Legislative Services
\$ 636.79	Allegan County
\$ 538.65	City of St. Johns
\$ 463.59	MDOT
\$ 449.10	City of Allen Park
\$ 443.08	Bay County Buildings & Grounds
\$ 404.73	City of Riverview
\$ 367.34	Champagne Funeral Home
\$ 355.86	City of Dearborn
\$ 297.50	MSP
\$ 296.55	St. Clair County
\$ 296.55	City of Owosso
\$ 280.53	Dearborn Police Department
\$ 237.78	East Jordan Police Department
\$ 224.85	City of Grosse Pointe Farms
\$ 224.55	City of Muskegon Heights
\$ 219.00	Kent County Sheriff
\$ 215.80	McLaren Northern Michigan
\$ 197.51	Habitat for Humanity of Michigan
\$ 195.89	Michigan Corrections Organization
\$ 190.44	Park Township

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INDIVIDUAL MICHIGAN STATE INDUSTRIES MARQUETTE GARMENT FACTORY CUSTOMERS (continued)

\$	177.93	Thornapple Kellogg Schools
\$	169.00	Yellowstone National Park
\$	165.38	City of Roseville
\$	164.75	City of Dearborn Housing Dept.
\$	156.20	DHS
\$	155.85	Mackinac Island Public School
\$	155.85	Knife River Care Center
\$	149.13	VanBuren County Road Commission
\$	142.84	Addison Fire Board
\$	134.73	Tri-Cap
\$	131.80	Carpet Bonanza
\$	124.85	Grand Rapids Township
\$	107.73	Mike Hutchins
\$	103.90	Mt. Clemens Public Library
\$	103.90	Carr Farms Inc.
\$	99.75	Michigan Democratic Party
\$	98.85	City of Coopersville
\$	98.85	Suzanne Jensen
\$	89.80	Dianne Croasdell
\$	74.95	LARA
\$	74.95	East Lansing High School
\$	74.95	At Home Care For You
\$	74.85	Whitney Township
\$	74.85	Huron Valley Schools
\$	65.90	Charlevoix County Sheriff
\$	65.90	47th District Court
\$	65.90	Eastern Michigan University
\$	65.90	Brenda Young
\$	65.90	Richard Schultz
\$	51.95	IM-K Community Schools
\$	49.90	Baraga County Sheriff
\$	49.90	Hillsdale City Police Department
\$	49.90	Galesburg-August Community School District
\$	49.90	Clancy Excavating Company
\$	39.90	Elliott Electronics

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MARQUETTE GARMENT FACTORY

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INDIVIDUAL MICHIGAN STATE INDUSTRIES MARQUETTE GARMENT FACTORY CUSTOMERS (continued)

\$	39.90	Robert J. Zuker
\$	32.95	Nice Community Schools
\$	32.95	Crestwood School District
\$	32.95	John Boring
\$	32.95	Kassie Kretzchmar
\$	24.95	Garrett Thaden
\$	19.95	Murray Meehan
\$	19.95	James Purdy
\$	19.95	Adventure Bike Tours
\$	11.60	MSI

MICHIGAN PRISON INDUSTRIES
SUMMARY OF OPERATIONS
FY 2014

Marquette Garment Factory - Marquette Branch Prison

	<u>Income Statement</u>
General Sales	\$ 781,452
Transfers	\$ 28
Sales Returns & Allowances	\$ (186)
NET SALES & TRANSFERS	<u>\$ 781,294</u>
Prime Expenses:	
Direct Materials	\$ 254,456
Direct Prisoner Labor	\$ 37,883
TOTAL PRIME EXPENSES	<u>\$ 292,339</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 7,080
Heat, Light & Power	\$ 10,701
Maintenance of Assets	\$ 9,451
Equipment less than \$1,000	\$ 35
Inventory Adjustments	\$ 1,771
Building Depreciation	\$ 5,546
Equipment Depreciation	\$ 8,901
Other Manufacturing Expenses	\$ 24,009
Factory Supervision	\$ 363,616
TOTAL MANUFACTURING EXPENSES	<u>\$ 431,110</u>
Total Cost of Goods Sold	<u>\$ 723,449</u>
Gross Margin	\$ 57,845
Selling & Administrative Expenses:	
Selling Expenses	\$ 1,011
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ 1,011</u>
Miscellaneous Revenues	\$ 9
Gain (loss) from Discontinued Operations	<u>\$ (57,895)</u>
NET MARGIN	<u>\$ (1,052)</u>
RAW MATERIALS INVENTORY	\$ 226,773
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 45,097
	<u>\$ 271,871</u>

MICHIGAN STATE INDUSTRIES

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JANITORIAL FACTORY - Located at Detroit Re-entry Facility, Detroit

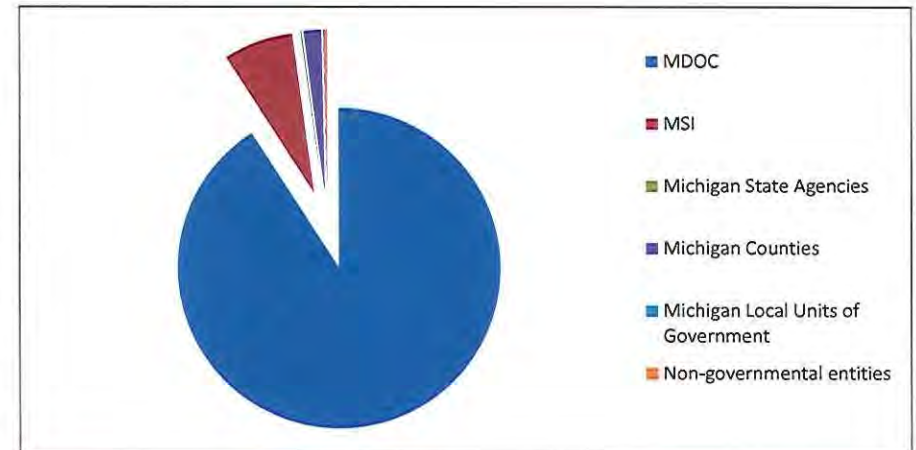
Re-opened in January 2011 the Janitorial Factory currently employs 5 staff and 20 prisoners

JANITORIAL FACTORY ITEMS SOLD RANKED BY REVENUE

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
1	DETERGENT, LAUNDRY, LIQUID, 5GL, PAIL	11,239	\$ 355,354.90
2	SOAP, BAR, DEODORANT, SHOWER, 270-1 OZ/CS	6,509	\$ 299,893.85
3	Disinfectant/Sanitizer/Deoderiz, 5GL, PAIL	5,676	\$ 206,800.76
4	CLEANER, CITRUS SUPER, CONCENTRATE, 5GL, PL	5,006	\$ 198,882.94
5	BLEACH, LAUNDRY, CHLORINE, LIQUID, 5GL, PAIL	9,794	\$ 165,518.60
6	SOAP, ANTI-BACTERIAL, HAND, 4GL, CASE	2,522	\$ 106,991.22
7	CLEANSER, CREME, MILD ABRASIVE, 12QT, CASE	3,874	\$ 96,568.50
8	SOAP, BAR, SHOWER, MILD, 270-1 OZ/CASE	2,006	\$ 78,065.90
9	CLEANER, CITRUS SUPER, CONCENTRATE, 4GL, CS	1,627	\$ 58,187.25
10	Disinfectant/Sanitizer/Deoderiz, 4GL, CASE	1,928	\$ 55,576.13
11	SOAP, BAR, DEODORANT, SHOWER, 120-3.5 OZ/CS	873	\$ 49,717.35
12	DETERGENT, LAUNDRY, LIQUID, 55GL, DRUM	254	\$ 47,248.55
13	CLEANER, MULTI-PURPOSE, CONCENTRATE, 5GL, PL	1,124	\$ 34,282.00
14	BUILDER, LAUNDRY, ALKALI, LIQUID, 55GL, DRUM	197	\$ 30,424.25
15	FLOOR FINISH, GLOSS COAT, LIQUID, 4GL, CASE	787	\$ 29,237.50
16	SEALER, FLOOR, LIQUID, POLYMER, 4GL, CASE	818	\$ 29,125.04
17	FLOOR FINISH, DIAMOND GLOSS, 4GL, CASE	723	\$ 29,076.87
18	FLOOR FINISH, DIAMOND GLOSS, 5GL, PAIL	507	\$ 27,572.65
19	SOUR, LAUNDRY, LIQUID, 55GL, DRUM	101	\$ 24,149.22
20	SEALER, FLOOR, LIQUID, POLYMER, 5GL, PAIL	406	\$ 19,845.45
	SODIUM HYPOCHLORITE 16%, 55 GL/DR	258	\$ 17,626.15
	BLEACH, LAUNDRY CHLORINE, POWDER, 4OZ, 100/CS	225	\$ 16,886.25
	SOFTENER, LAUNDRY, FABRIC, 55GL, DRUM	65	\$ 16,612.48
	STRIPPER, FLOOR FINISH, LIQUID, 5GL, PAIL	457	\$ 16,163.17
	STRIPPER, FLOOR FINISH, LIQUID, 4GL, CASE	600	\$ 16,108.94
	CLEANER, QUARRY TILE, POWDER, 8OZ, 50/CS	301	\$ 15,426.25
	FLOOR FINISH, GLOSS COAT, LIQUID, 5GL, PAIL	288	\$ 14,889.60
	DNU-SEE 8793CS-DETERGENT, DISH, MANUAL, LIQ	400	\$ 13,337.25
	CLEANER, MULTI-PURPOSE, CONCENTRATE, 4GL, CS	584	\$ 13,286.00
	CLEANER, GLASS, CITRUS SUPER, 16QT, CASE	391	\$ 8,485.07
	DNU-DELIMER, LIQUID, CONCENTRATED, 4GL, CASE	155	\$ 8,406.65
	DETERGENT, DISH, MACHINE, LIQUID, 5GL, PAIL	130	\$ 6,045.00

SALES BY CUSTOMER TYPE

\$ 1,943,739.55	MDOC
\$ -	Individual Prisoners
\$ 148,591.72	MSI
\$ 1,861.30	Michigan State Agencies
\$ 37,464.45	Michigan Counties
\$ 456.50	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 6,000.45	Non-governmental entities
\$ 2,138,113.97	



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Michigan Department of Corrections

JANITORIAL FACTORY

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JANITORIAL FACTORY ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	SOFTENER,LAUNDRY,FABRIC,5GL,PAIL	143	\$ 5,927.35
	BLEACH,LAUNDRY,CHLORINE,LIQUID,4GL,CASE	339	\$ 4,237.50
	RINSE AGENT,DISH,MACHINE,5GL,PAIL	87	\$ 3,649.65
	DETERGENT,DISH,MACHINE,NON-PHOS,5GL	101	\$ 3,618.65
	DNU-COBRA MINI TRASH CAN 10 QT	376	\$ 3,593.20
	SPRAYER,TRIGGER,9" F/8751,52 & 8801-QT	4,652	\$ 3,268.65
	DNU-SEE 8771GL CLEANER,DEGREASER,KITCHEN	150	\$ 2,969.60
	BLEACH,LAUNDRY,CHLORINE,POWDER,100LB,DR	20	\$ 2,421.88
	BLEACH,LAUNDRY,NON-PHOS,4OZ,100/CS	28	\$ 1,895.96
	CLEANER,SPRAY & WIPE,16QT,CASE	71	\$ 1,416.45
	DETERGENT,WAREWASHING,NON-PHOS,36LB,CS	33	\$ 1,369.85
	DETERGENT,LAUNDRY,BUILT,POWDER,100LB,DR	14	\$ 1,068.87
	AIR FRESH,LAUNDRY,FRESH,LIQUID,16QT,CASE	35	\$ 995.42
	BLEACH,LAUNDRY,OXYGEN,POWDER,25LB,BOX	33	\$ 906.80
	CARAFE,PLASTIC,QUART,CAP NOT INCLUDED	1,122	\$ 675.90
	DETERGENT,WAREWASHING,CAPSULE,36LB/CS	16	\$ 615.20
	DNU - DESTAINER, TABLEWARE,25 LB/BX	12	\$ 575.40
	DETERGENT,LAUNDRY,BUILT,POWDER,8OZ,50/CS	12	\$ 480.00
	DISPENSER,HAND SOAP,LIQUID,40OZ CAPACITY	12	\$ 444.00
	BUILDER,ALKALI,LAUNDRY,POWDER,100LB,DR	3	\$ 227.09
	DISINFECTANT,HOSPITAL,5GL,PAIL	9	\$ 171.52
	ANTI-CHLORINE,LAUNDRY,LIQUID,55GL,DRUM	1	\$ 81.96
	DETERGENT,GRANULAR,POT&PAN POWER,22LB,CS	1	\$ 50.00
	CLEANSER,SCOURING,21OZ,16/CS	1	\$ 19.70

INDIVIDUAL MICHIGAN STATE INDUSTRIES JANITORIAL FACTORY CUSTOMERS

\$ 1,943,739.55 MDOC Correctional Facilities
 \$ 144,427.84 MSI LAUNDRIES
 \$ 15,248.00 Ingham County Sheriff
 \$ 6,866.80 Delta County Sheriff
 \$ 5,264.05 YMCA of Metro Detroit
 \$ 4,738.75 Chippewa County Sheriff
 \$ 4,163.88 MSI Factories
 \$ 1,812.60 Muskegon County Sheriff

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INDIVIDUAL MICHIGAN STATE INDUSTRIES JANITORIAL FACTORY CUSTOMERS (continued)

\$	1,732.85	Iron County Sheriff's Office
\$	1,691.30	DHS
\$	1,651.45	Marquette County
\$	1,607.30	Charlevoix County Sheriff
\$	1,468.80	Kalamazoo County Sheriff
\$	888.20	Menominee County Sheriff
\$	636.30	Mackinac County Sheriff
\$	581.00	Schoolcraft County Courthouse
\$	503.30	Sault Tribe Law
\$	456.50	Stanton Township Public Schools
\$	233.10	Livonia Family YMCA
\$	232.40	Menominee County Buildings
\$	170.00	DCH

MICHIGAN PRISON INDUSTRIES
SUMMARY OF OPERATIONS
FY 2014

Janitorial Factory - Detroit Re-entry Center

	<u>Income Statement</u>
General Sales	\$ 1,989,587
Transfers	\$ 148,527
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	\$ 2,138,114
Prime Expenses:	
Direct Materials	\$ 1,128,466
Direct Prisoner Labor	\$ 10,763
TOTAL PRIME EXPENSES	\$ 1,139,229
Overhead Expenses:	
Indirect Prisoner Labor	\$ 3,305
Heat, Light & Power	\$ 1,038
Maintenance of Assets	\$ 10,469
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (16,076)
Building Depreciation	\$ 105,599
Equipment Depreciation	\$ 5,357
Other Manufacturing Expenses	\$ 44,248
Factory Supervision	\$ 510,492
TOTAL MANUFACTURING EXPENSES	\$ 664,433
Total Cost of Goods Sold	\$ 1,803,662
Gross Margin	\$ 334,452
Selling & Administrative Expenses:	
Selling Expenses	\$ 56
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	\$ 56
Miscellaneous Revenues	\$ 5,740
Gain (loss) from Discontinued Operations	\$ -
NET MARGIN	\$ 340,136
RAW MATERIALS INVENTORY	\$ 330,183
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 172,231
	\$ 502,414

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Michigan Department of Corrections

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JACKSON DAIRY - Located at Parnall Correctional Facility, Jackson

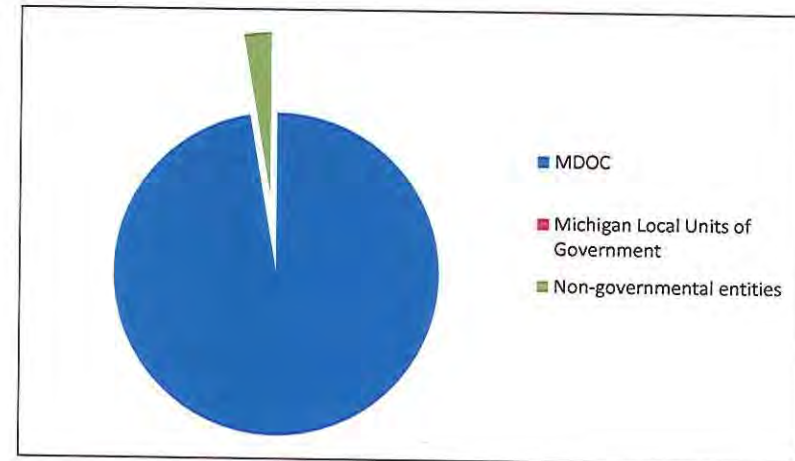
Closed 11/22/2013

JACKSON DAIRY ITEMS SOLD RANKED BY REVENUE

Sales Ranking	Description	Qty Sold	Total Revenue
1	MILK,SKIM,HOMO,8 OZ PLASTIC POUCH	45,342	\$ 659,650.94
2	MILK,SKIM,HOMO,5 GAL BAG	18,877	\$ 261,851.37
3	JUICE,ORANGE,100% FL,5 GALLON BAG	7,883	\$ 129,911.84
4	JUICE,ORANGE,100% FL,4OZ PLASTIC POUCH	5,588	\$ 93,040.20
5	Bag in Box Frt Drink Concentrate-Frt Pun	1,926	\$ 46,805.76
6	Bag in Box Frt Drink Concentrate-Orange	1,853	\$ 45,361.44
7	Bag in Box Frt Drink Cncntrte-Frt. Punch	1,851	\$ 45,312.48
8	Bag in Box Frt Drink Cncntrte-Blu Rspbry	1,824	\$ 44,651.52
9	APPLE JUICE - 4OZ POUCHES	3,423	\$ 44,156.70
10	ORANGE JUICE CONCENTRATE	14,360	\$ 18,668.00
11	ORANGE JUICE,100% FL,4OZ CONTAINER	2,073	\$ 18,035.10
12	DRINK,FRUIT PUNCH FLAVOR,8 OZ PLAS POUCH	2,291	\$ 16,334.83
13	DRINK,FRUIT,GRAPE FLAVOR,8 OZ PLAS POUCH	2,244	\$ 15,999.72
14	APPLE JUICE - 5 GALLON BAGS	1,165	\$ 15,657.60
15	DRINK,FRUIT,ORANGE FLAVOR,8OZ,PLAS POUCH	2,150	\$ 15,329.50
16	MILK,SKIM,HOMO,8 OZ CONTAINER	1,503	\$ 14,787.72
17	APPLE JUICE - 4OZ CARTONS	1,729	\$ 11,809.07
18	DRINK,BLUE RASPBERRY 8OZ PLASTIC POUCH	1,632	\$ 11,636.16
19	APPLE JUICE CONCENTRATE	38	\$ 11,323.26
20	Smart Milk 300 Servings Per Case	172	\$ 11,180.00
	COTTAGE CHEESE,LOWFAT,SM CURD,CREAMED	167	\$ 4,952.18
	Orange Flavor Popsicle 3 oz. 150/Case	531	\$ 2,756.35
	Fruit Punch Flavor Popsicle	503	\$ 2,609.25
	Fruit Drink, Diet Orange Flavor, 8oz. Pouch	327	\$ 2,331.51
	Frt Drink, Diet Fruit Punch Flavor, 8oz. Pouch	322	\$ 2,295.86
	Grape Flavor Popsicle 3oz. 150/Case	427	\$ 2,241.75
	BLUE RASPBERRY FLAVOR POPISCLE 3 OZ	290	\$ 1,522.50
	Orange Juice 100% 4 oz Carton Kosher	121	\$ 1,074.48
	Frt Drnk, Dt. Bl Rasp Flavor, 8oz. Pouch	144	\$ 1,026.72
	Fruit Drink, Dt.Grape Flavor, 8oz. Pouch	132	\$ 941.16
	Apple Juice 4 oz Carton-Kosher	90	\$ 781.20

SALES BY CUSTOMER TYPE

\$ 1,074,524.37	MDOC
\$ -	Individual Prisoners
\$ -	MSI
\$ -	Michigan State Agencies
\$ -	Michigan Counties
\$ 73.60	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 29,991.26	Non-governmental entities
\$ 1,104,589.23	



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JACKSON DAIRY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Ranking</u>	<u>Description</u>	<u>Qty Sold</u>	<u>Total Revenue</u>
	Smart Milk Bulk 20 Lb Box	12	\$ 723.60
	Bag in Box Dispensing Unit	10	\$ 650.00
	Fruit Drink Fruit Punch Kosher/Vegan	91	\$ 477.75
	Fruit Drink Lemon Kosher/Vegan Carton	65	\$ 341.25
	Fruit Drink Grape Kosher/Vegan Carton	63	\$ 330.75
	Vegan Kosher Drink Packets Asst. Flavor	8	\$ 320.00
	MILK,SKIM,HOMO,8 OZ CONTAINER,KOSHER	14	\$ 144.83

INDIVIDUAL MICHIGAN STATE INDUSTRIES DAIRY FACTORY CUSTOMERS

\$ 1,074,524.37 MDOC
\$ 73.60 Plymouth Educational Center
\$ 631.26 New Paths, Inc.
\$ 29,360.00 Majestic Foods

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
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Jackson Dairy - Parnall Correctional Facility, Jackson

	<u>Income Statement</u>
General Sales	\$ 1,104,589
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,104,589</u>
Prime Expenses:	
Direct Materials	\$ 705,941
Direct Prisoner Labor	\$ 6,523
TOTAL PRIME EXPENSES	<u>\$ 712,465</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 489
Heat, Light & Power	\$ 27,977
Maintenance of Assets	\$ 607
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ 98,511
Building Depreciation	\$ 46,957
Equipment Depreciation	\$ 67,434
Other Manufacturing Expenses	\$ 102,831
Factory Supervision	\$ 168,982
TOTAL MANUFACTURING EXPENSES	<u>\$ 513,788</u>
Total Cost of Goods Sold	<u>\$ 1,226,253</u>
Gross Margin	\$ (121,664)
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 272
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ (121,392)
RAW MATERIALS INVENTORY	\$ -
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ -
	\$ -

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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HURON VALLEY GARMENT FACTORY - Women's Huron Valley Correctional Facility

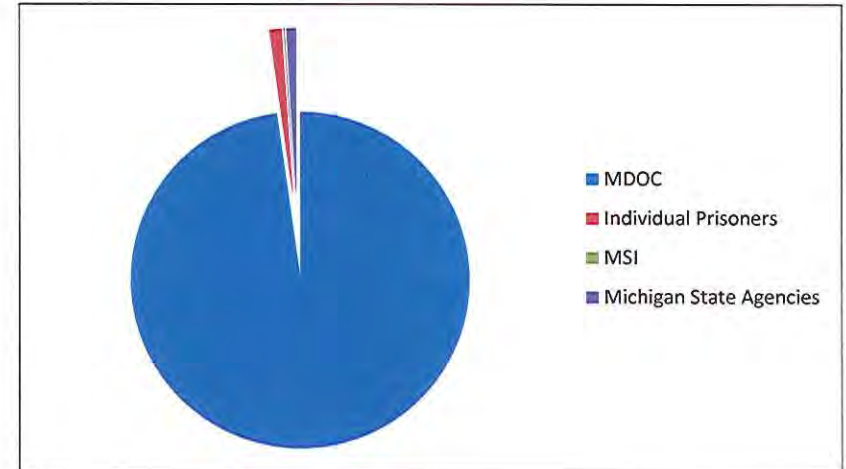
Opened November 2011, currently employs 1 staff and 27 prisoners

HURON VALLEY GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Ranking	Description	Qty Sold	Total Revenue
1	JACKET, WINTER 3/4, ZIPPER, UNISEX BLUE	11,213	\$ 475,869.40
2	JUMPSUIT, MENS,S/S W/SNAP WHITE SM-8X	4,866	\$ 100,158.40
3	HAT, KNIT, INMATE ORANGE	31,206	\$ 81,135.60
4	JUMPSUIT, MENS, S/S, SLIT WHITE SM-9X	3,190	\$ 70,534.20
5	JACKET, POLAR, 3/4, NYLON BROWN	2,195	\$ 65,740.30
6	T-SHIRT, PRISONER SREEN PRINT SM-6X	4,642	\$ 31,548.80
7	JUMPSUIT, MENS, S/S, SLIT ORANGE SM-9X	650	\$ 15,415.00
8	SHORTS, ATHLETIC, WOMENS	1,852	\$ 11,665.20
9	JUMPSUIT, MENS,S/S W/SNAP BLUE SM-8X	487	\$ 9,780.07
10	COVERALLS, HEAVY L/S W/SNAP ORANGE SM-4X	215	\$ 7,495.25
11	T-SHIRT, PRISONER SREEN PRINT ORANGE SM-6X	980	\$ 6,988.40
12	JACKET, WORK CREW WINTER, F/T BLACK	76	\$ 6,113.37
13	COVERALL WORK CREW BIB BLACK	51	\$ 4,874.90
14	OUTWEARL, W/L, JACKET BLACK MED-4X	50	\$ 4,548.00
15	CAP, KITCHEN	2,832	\$ 4,190.40
16	JACKET, WINTER 3/4, ZIPPER, UNISEX ORANGE/BLUE	91	\$ 3,773.65
17	DNU-PP ATHLETIC SHORTS ROYAL BLUE	308	\$ 3,045.75
18	DNU-PP ATHELTIC SHORTS, MENS BURUNDY	280	\$ 2,796.00
19	SUMMER, MAINT JACKET BLACK	46	\$ 2,330.80
20	SUMMER, MAINTENANCE JACKET, BLACK	44	\$ 2,326.10
	DNU-PP ATHLETIC SHORTS GREEN	212	\$ 2,109.00
	JUMPSUIT, MENS, S/S, SLIT BLUE SM-9X	96	\$ 2,095.20
	COVERALL WORK CREW BIB BROWN	19	\$ 1,802.50
	SUMMER, MAINTENANCE JACKET, BROWN	26	\$ 1,511.80
	BIBS, WINTER, PRISONER WORK CREW	24	\$ 1,497.60
	VEST, ALLS EASON, BLACK	31	\$ 1,198.00
	JACKET, WORK CREW WINTER, F/T BROWN	13	\$ 1,139.90
	COVERALL, SEG 1 POCKET VELCRO, S/S	40	\$ 1,028.75
	DNU-PP ATHLETIC SHORTS LT BLUE	101	\$ 1,007.25
	JUMPSUIT, MENS,S/S W/SNAP ORANGE SM-8X	44	\$ 817.78
	SUMMER, MAINT JACKET BROWN	15	\$ 800.20
	BIBS, WINTER, PRISONER WORK CREW	12	\$ 712.80

SALES BY CUSTOMER TYPE

\$ 912,894.18	MDOC
\$ 10,854.00	Individual Prisoners
\$ 1,316.72	MSI
\$ 8,493.75	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ -	Non-governmental entities
\$ 933,558.65	



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HURON VALLEY GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	FULL LENGTH RAINCOAT all sizes	59	\$ 3,462.75
	BRIEFCASE, 16x13, BLACK	58	\$ 3,423.40
	DNU-PP ATHLETIC SHORTS, WOMEN ROYAL BLUE	50	\$ 481.50
	HOOD HELMET COVER, QUILTED WINTER	100	\$ 480.00
	DNU-PP ATHLETIC SHORTS, WOMEN GREEN	48	\$ 465.00
	OUTWEARL, W/L, JACKET BROWN 2X-3X	5	\$ 464.00
	ZIPPER, 28" FOR 0614 JACKET	370	\$ 444.00
	HOOD FOR WINTER JACKET, QUILTED BLACK	44	\$ 442.20
	DNU-PP ATHLETIC SHORTS, WOMEN LIGHT BLUE	45	\$ 435.25
	COVERALLS, COJAIL MENS	16	\$ 378.20
	COVERALLS, BIBS, UNLINED BLACK	8	\$ 365.20
	VEST ALL SEASON, BROWN	6	\$ 240.80
	ZIPPER, 30" FOR 0614 JACKET	200	\$ 240.00
	WORK CREW VEST, BROWN	5	\$ 189.30
	COVERALLS, BIBS, UNLINED BROWN	2	\$ 96.30
	HOOD FOR WINTER JACKET, QUILTED BROWN	9	\$ 90.45
	LETTERING, HOT STAMP, 3" BLACK	408	\$ 85.68
	ZIPPER, 29" FOR 0614 JACKET	50	\$ 60.00
	EMBROIDERY	24	\$ 53.00

INDIVIDUAL MICHIGAN STATE INDUSTRIES WOMEN'S HURON VALLEY GARMENT FACTORY CUSTOMERS

\$	912,894.18	MDOC Correctional Facilities
\$	10,854.00	Private Prisoner Account Purchases
\$	7,570.85	Michigan Dept of Transportation
\$	1,316.72	MSI Factories
\$	922.90	Michigan Dept of Community Health

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Huron Valley Garment Factory - Women's Huron Valley Correctional Facility

	<u>Income Statement</u>
General Sales	\$ 932,242
Transfers	\$ 1,317
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	\$ 933,559
Prime Expenses:	
Direct Materials	\$ 325,941
Direct Prisoner Labor	\$ 22,932
TOTAL PRIME EXPENSES	\$ 348,423
Overhead Expenses:	
Indirect Prisoner Labor	\$ 5,018
Heat, Light & Power	\$ -
Maintenance of Assets	\$ 7,054
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ 1,295
Building Depreciation	\$ -
Equipment Depreciation	\$ 9,340
Other Manufacturing Expenses	\$ 23,385
Factory Supervision	\$ 223,971
TOTAL MANUFACTURING EXPENSES	\$ 270,063
Total Cost of Goods Sold	\$ 618,486
Gross Margin	\$ 315,073
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	\$ -
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	\$ -
NET MARGIN	\$ 315,073
RAW MATERIALS INVENTORY	\$ 166,997
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 47,806
	\$ 214,802

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

CHIPPEWA LAUNDRY - Chippewa Correctional Facility, Kincheloe

Closed 3/28/14

ROUGH DRY LAUNDRY
FLATWORK LAUNDRY
CONTAMINATED LAUNDRY

Pounds
1,588,425
246,083

76

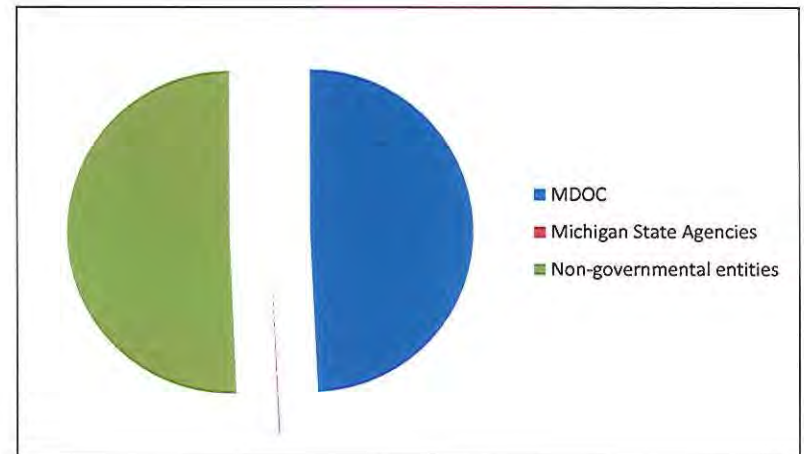
1,834,584

INDIVIDUAL MICHIGAN STATE INDUSTRIES CHIPPEWA LAUNDRY CUSTOMERS

\$ 220,314.68	MDOC Correctional Facilities
\$ 194,826.31	MacLaren Health System
\$ 30,059.07	Mackinac Straits Health System
\$ 343.92	Michigan Tech University
\$ 1,606.68	InterVarsity Christian Fellowship USA
\$ 170.00	University Costume Shop

SALES BY CUSTOMER TYPE

\$ 220,314.68	MDOC
\$ -	Individual Prisoners
\$ -	MSI
\$ 343.94	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 226,662.06	Non-governmental entities
<hr/>	
\$ 447,320.68	



MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Chippewa Laundry - Chippewa Correctional Facility, Kincheloe
Closed 3/28/2014

	<u>Income Statement</u>
General Sales	\$ 447,321
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 447,321</u>
Prime Expenses:	
Direct Materials	\$ 14,159
Direct Prisoner Labor	\$ 22,306
TOTAL PRIME EXPENSES	<u>\$ 36,465</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 4,708
Heat, Light & Power	\$ 87,458
Maintenance of Assets	\$ -
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (1,804)
Building Depreciation	\$ 19,881
Equipment Depreciation	\$ 28,709
Other Manufacturing Expenses	\$ 140,763
Factory Supervision	\$ 348,924
TOTAL MANUFACTURING EXPENSES	<u>\$ 628,639</u>
Total Cost of Goods Sold	<u>\$ 665,104</u>
Gross Margin	\$ (217,783)
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 72,979
Gain (loss) from Discontinued Operations	<u>\$ (848,833)</u>
NET MARGIN	<u>\$ (993,637)</u>
RAW MATERIALS INVENTORY	\$ -
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ -</u>
	\$ -

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

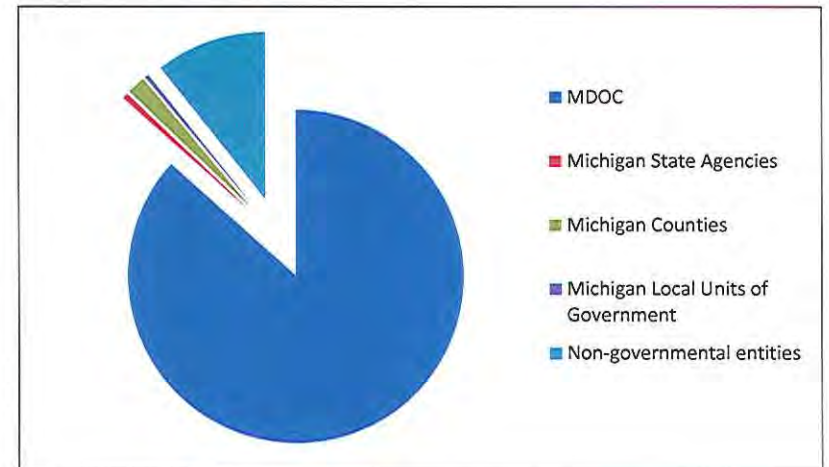
MEAT PROCESSING PLANT - G. Robert Cotton Correctional Facility, Jackson
Closed 11/21/2013

MEAT PROCESSING PLANT ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	TURKEY / BEEF GROUND BULK - 75/25 BLEND	48,550	\$ 81,199.00
2	RAW HAMBURGER PATTY-SPECIAL BUY	40,620	\$ 58,635.01
3	TURKEY HOT DOGS,100% TURKEY-FULLY COOKED	49,700	\$ 46,221.00
4	FULLY COOKED BEEF CRUMBLE REGULAR	24,920	\$ 41,647.20
5	O/R Turkey Ends & Pieces	46,998	\$ 37,128.51
6	CHICKEN LEG QUARTERS,10oz	42,425	\$ 36,868.50
7	CHICKEN BREAST PATTIES - FULLY COOKED	1,029	\$ 29,480.85
8	DINNER LINK - 3.2 oz - F/C	29,960	\$ 25,244.20
9	40LB CASES-DINNER BALLS MEAT BALLS	1,786	\$ 25,011.92
10	CHEESE-MOZZARELLA	14,190	\$ 24,974.40
11	CHEESE CHEDDAR	14,875	\$ 23,556.85
12	FULLY COOKED ROAST BEEF ENDS & PIECES	14,383	\$ 23,509.67
13	TURKEY HAMS, WHOLE ORIGINAL DELI FACED	13,215	\$ 23,146.76
14	HEART HEALTHY BREADED FISH PORTIONS	11,560	\$ 21,848.40
15	FULLY COOKED TURKEY BREAST - WHITE TURKE	13,488	\$ 20,097.12
16	Pork Honey Ham Ends & Pieces	21,423	\$ 14,781.92
17	CHARBROILED SALISBURY STEAK	417	\$ 14,304.73
18	ALASKAN POLLACK 4.3 OZ	8,470	\$ 12,684.40
19	TURKEY BONELESS,SKINLESS,ROAST-UNCOOKED	5,423	\$ 10,788.67
20	BEEF PATTIES,4oz,GROUND	4,980	\$ 8,955.00
	CHICKEN LEG QUARTERS - UNDERSIZED	17,400	\$ 8,673.75
	TURKEY DICED - 3/4" - 1" CUBES	4,400	\$ 6,302.00
	CHICKEN RAW BONELESS BREAST PORTIONS	4,980	\$ 6,224.40
	CHICKEN GROUND DK MEAT-Boneless/Skinless	8,400	\$ 5,875.20
	TURKEY THIGHS, WHOLE BONELESS, SKINLESS	2,800	\$ 3,604.00
	CHICKEN SAUSAGE PATTIES 640\10Z.	516	\$ 3,591.80
	CHARBROILED SALISBURY STEAK 160/3oz	68	\$ 3,437.37
	TURKEY - BULK GROUND - SKINLESS,BONELESS	2,800	\$ 2,899.00
	Cooked Diced Chicken	1,050	\$ 2,226.00
	CHICKEN SAUSAGE PATTIES 240/2oz	37	\$ 2,111.53
	BEEF,ROAST,5 - 8 lbs Bottom Round	650	\$ 1,563.68
	2-OZ BREAKFAST SAUSAGE PATTIES	1,440	\$ 1,425.60

SALES BY CUSTOMER TYPE

\$ 480,995.55	MDOC
\$ -	Individual Prisoners
\$ -	MSI
\$ 2,830.60	Michigan State Agencies
\$ 10,096.96	Michigan Counties
\$ 1,905.56	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 58,978.24	Non-governmental entities
\$ 554,806.91	



MICHIGAN STATE INDUSTRIES**Michigan Department of Corrections****FY2014**

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MEAT PROCESSING PLANT ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	FLAME BROILED VEGGIE BURGER	23	\$ 676.23
	CHICKEN THIGHS - Approx. 3-6 oz	591	\$ 230.49

INDIVIDUAL MICHIGAN STATE INDUSTRIES MEAT PROCESSING PLANT CUSTOMERS

\$ 480,995.55	MDOC Correctional Facilities
\$ 23,743.74	John Secord
\$ 22,873.94	Star Foods
\$ 9,049.28	New Paths, Inc
\$ 5,368.22	Eaton County Sheriff
\$ 2,548.38	Ionia County Sheriff
\$ 2,106.56	Ogemaw County Jail
\$ 1,930.92	DVMA Grand Rapids
\$ 1,000.66	Community Prevention
\$ 918.03	Plymouth Educational Center
\$ 899.68	MDCH Kalamazoo Hospital
\$ 777.00	Wolverine Human Services
\$ 728.80	Waho's Country Catering
\$ 716.15	Oscoda County Council on Aging
\$ 618.52	Cass River Yacht Club
\$ 271.38	Crawford County Commission on Aging
\$ 186.30	Hiawatha Behavioral
\$ 73.80	Houghton County Sheriff

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Meat Processing Factory - G. Robert Cotton Correctional Facility, Jackson
Closed 11/30/2013

	<u>Income Statement</u>
General Sales	\$ 554,807
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 554,807</u>
Prime Expenses:	
Direct Materials	\$ 700,969
Direct Prisoner Labor	\$ 1,738
TOTAL PRIME EXPENSES	<u>\$ 702,707</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 362
Heat, Light & Power	\$ 44,615
Maintenance of Assets	\$ 3,075
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (86,847)
Building Depreciation	\$ 20,266
Equipment Depreciation	\$ 13,356
Other Manufacturing Expenses	\$ 4,617
Factory Supervision	\$ 80,434
TOTAL MANUFACTURING EXPENSES	<u>\$ 79,879</u>
Total Cost of Goods Sold	<u>\$ 782,586</u>
Gross Margin	<u>\$ (227,779)</u>
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 54
Gain (loss) from Discontinued Operations	<u>\$ (697,653)</u>
NET MARGIN	<u>\$ (925,378)</u>
RAW MATERIALS INVENTORY	\$ -
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ -</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

THUMB LAUNDRY - Located at Thumb Correctional Facility in Lapeer

Opened October 1988, currently employs 7 staff and 66 prisoners

THUMB LAUNDRY - THUMB CORRECTIONAL FACILITY - LAPEER, MI

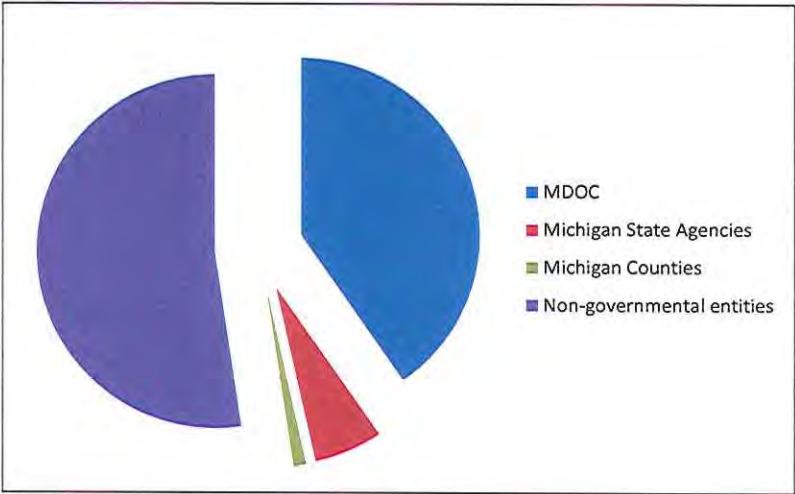
<u>Sales Rank</u>	<u>Service</u>	<u>Pounds</u>
1	ROUGH DRY LAUNDRY	5,215,588
2	FLATWORK LAUNDRY	820,411

INDIVIDUAL MICHIGAN STATE INDUSTRIES THUMB LAUNDRY CUSTOMERS

\$ 1,007,489.31	Henry Ford Health System
\$ 774,806.84	MDOC Correctional Facilities
	MDCH - Kalamazoo, Forensic, Walter Reuther & Hawthorne
\$ 118,590.10	Center
\$ 11,822.82	Livingston County Jail, Animal Control & EMS
\$ 9,667.78	Lapeer Sheriff Department

SALES BY CUSTOMER TYPE

\$ 774,806.84	MDOC
\$ -	Individual Prisoners
\$ -	MSI
\$ 118,590.10	Michigan State Agencies
\$ 21,490.60	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 1,007,489.31	Non-governmental entities
\$ 1,922,376.85	



MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Thumb Laundry - Thumb Correctional Facility, Lapeer

	<u>Income Statement</u>
General Sales	\$ 1,922,377
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,922,377</u>
Prime Expenses:	
Direct Materials	\$ 43,138
Direct Prisoner Labor	\$ 74,371
TOTAL PRIME EXPENSES	<u>\$ 117,509</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 3,363
Heat, Light & Power	\$ 418,059
Maintenance of Assets	\$ 59,822
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (141)
Building Depreciation	\$ 30,165
Equipment Depreciation	\$ 21,297
Other Manufacturing Expenses	\$ 203,188
Factory Supervision	\$ 985,598
TOTAL MANUFACTURING EXPENSES	<u>\$ 1,721,352</u>
Total Cost of Goods Sold	<u>\$ 1,838,862</u>
Gross Margin	\$ 83,515
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 12,759
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	<u>\$ 96,274</u>
 RAW MATERIALS INVENTORY	 \$ 7,138
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ -
	<u>\$ 7,138</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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KINROSS GARMENT FACTORY - Located at Kinross Correctional Facility, Kincheloe

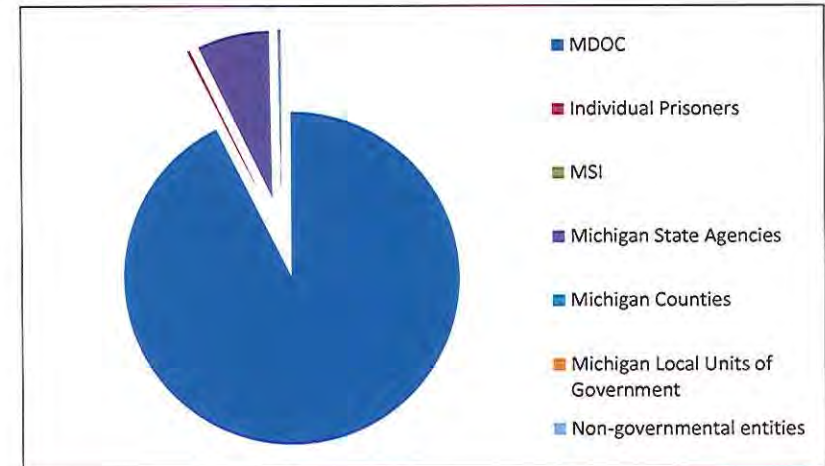
Opened November 1980, currently employs 4 staff and 82 prisoners

KINROSS GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
1	SHIRT, OFFICERS, S/S, MEN'S RIPSTOP all sizes	8,556	\$ 311,703.70
2	COLD PROOF COAT, FINGERTIP,all sizes	1,666	\$ 229,608.45
3	SHIRT, MENS, PRISONER,S/S PULLOVER-all sizes	24,570	\$ 227,086.50
4	SWEATER, ZIPPER,Small	2,582	\$ 214,052.75
5	SUMMER RAIN JACKET all sizes	2,759	\$ 161,808.59
6	SHIRT, OFFICERS, L/S,MEN'S.all sizes	3,427	\$ 137,727.70
7	COLD PROOF BIB,all sizes	1,079	\$ 105,857.69
8	COLD PROOF COAT, WAIST,all sizes	782	\$ 102,521.70
9	WINTER GLOVES,Xsmall-3X	2,977	\$ 65,965.06
10	SHIRT,OFFICERS,S/S, WOMEN'S, RIPSTOP all	1,744	\$ 63,132.55
11	HIGHWAY SAFETY VEST - MDOT ONLY - all sizes	2,304	\$ 50,557.30
12	RAIN PANTS all sizes	931	\$ 48,206.95
13	COLD PROOF VEST,ALL SIZES	1,003	\$ 41,195.30
14	SWEATER, PULLOVER,ALL SIZES	507	\$ 39,550.20
15	CPR MASK	2,266	\$ 38,563.80
16	NAME TAGS with VELCRO (FOR OUTERWEAR)	6,529	\$ 37,541.75
17	RAINCOAT, FULL LENGTH ALL SIZES	672	\$ 35,531.12
18	MDOC OFFICER HAT - all sizes- FLEXFIT	3,261	\$ 32,610.00
19	SHIRT, OFFICERS, L/S,30, WOMEN'S RIPSTOP	773	\$ 30,727.50
20	MDOT RAIN JACKET ANSI STANDARD all sizes	649	\$ 28,304.73
	SHIRT, WOMENS,PRISONER,S/S PULLOVER-all sizes	2,256	\$ 24,132.00
	HAT, WINTER KNIT	2,927	\$ 17,562.00
	SHIRT,OFGR,S/S MENS, DNR (14.5-17.5)	277	\$ 15,153.70
	MDOT HIGHWAY SAFETY JACKET - S/S all sizes	420	\$ 13,637.00
	SAFETY BIB RAIN PANT - MDOT - all sizes	497	\$ 10,153.00
	TIE BAR	1,697	\$ 8,162.60
	SHIRT,OFFICER,MENS,L/S, DNR	125	\$ 7,794.90
	MDOT SURVEYOR VEST W/PAINT POCKET-all sizes	148	\$ 5,915.00
	PRISONER,JACKET,RAIN,all sizes,ORANGE	255	\$ 5,889.00
	TEAR AWAY HIGHWAY SAFETY VEST-MDOT ONLY	200	\$ 5,637.50
	HUNTER SAFETY VEST (includ. Embroidery)all sz	250	\$ 4,701.00
	MDOC OFFICER HAT - PONY TAIL,all sizes	432	\$ 4,320.00
	SHIRT, MENS, L/S PULLOVER all sizes	364	\$ 3,560.75

SALES BY CUSTOMER TYPE

\$ 2,015,940.59	MDOC
\$ 3,842.50	Individual Prisoners
\$ 1,290.84	MSI
\$ 150,899.01	Michigan State Agencies
\$ 3,047.35	Michigan Counties
\$ 1,666.75	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 252.00	Non-governmental entities
\$ 2,176,939.04	



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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KINROSS GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	FULL LENGTH RAINCOAT all sizes	59	\$ 3,462.75
	BRIEFCASE, 16x13, BLACK	58	\$ 3,423.40
	EMB. TAGS ON C/O SHIRTS (NAME/MDOC)	687	\$ 2,650.99
	JACKET, OFFICERS, WINTER, all sizes, BROWN	14	\$ 1,937.90
	JACKET, RAIN all sizes	33	\$ 1,883.89
	INSIGNIA SERGEANT PIN - SMALL - SHIRT	388	\$ 1,869.00
	HERCULITE FLAG 18X19	600	\$ 1,800.00
	PP MENS WINTER COAT BURGUNDY all sizes	28	\$ 1,757.00
	PP MENS WINTER COAT GREEN all sizes	27	\$ 1,710.50
	RAINPANT, INMATE, ELAS WAIST/CUFF, all sz, OR	91	\$ 1,595.30
	RUNNER PT VEST	100	\$ 1,595.00
	INSIGNIA SERGEANT PIN - LARGE - COAT	318	\$ 1,533.20
	VEST, LAW ENFORCEMENT, ZIPPER FRONT all sizes	54	\$ 1,293.30
	RAINCOAT, INMATE, SNAP FRONT, all sizes, ORANGE	27	\$ 1,263.45
	VEST, SAFETY, SOFT MESH, FRONT OPENING all sz	136	\$ 1,020.00
	VEST, SAFETY, HI-VIS, HIGHWAY, TEAR AWAY, all sz	32	\$ 912.00
	INSIGNIA LIEUTENANT SM PIN	188	\$ 905.20
	HIDDEN AGENDA VEST-JACKET SM-2X	11	\$ 853.00
	JACKET, OFFICERS, WINTER, all sizes, BLACK	6	\$ 833.10
	HOT BUY-SHIRT, WOMENS, SNAP, S/S	141	\$ 810.75
	NAME TAGS-ERT, 5"X 1"(TAG-ERT, TAG, NAME)	363	\$ 806.70
	INSIGNIA LIEUTENANT LG PIN	155	\$ 745.80
	RAINCOAT, OFCR, HOOD, CAPE (LG-3X)	15	\$ 740.20
	SHIRT, WOMENS, PRISONER, S/S PULLOVER	48	\$ 612.00
	SHIRT, FS, S/S MENS, SZ 16.5, POLY, WH	19	\$ 591.85
	OFFICER JUMPSUIT FACILITY ONLY	10	\$ 577.50
	EMBROIDERY	172	\$ 547.00
	RAINCOAT, REVERSIBLE (LG-10X)	8	\$ 494.00
	SHIRT, OFFICER, S/S, 34, MATERNITY, RIPSTOP	12	\$ 431.80
	VEST, FIREFIGHTER, TEAR AWAY all sizes	16	\$ 406.00
	VEST, SAFETY, HI-VIS, HIGHWAY, NO ZIPPER, all sz	14	\$ 394.00
	INSIGNIA CAPTAIN SM PIN	79	\$ 382.00
	INSIGNIA CAPTAIN LG PIN	75	\$ 362.20
	MDOC SHIRT FOR EMT AT DWH all sizes	14	\$ 346.30
	Class 2 Vest, 4"Or/Si Reflective Tape	19	\$ 335.50
	CAR SHOW HATS	36	\$ 252.00

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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KINROSS GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

CAP,BASEBALL,STAFF,SEAL EMB,FRONT,BLACK	22	\$	198.00
PP WOMENS WINTER COAT BURGUNDY all sz	3	\$	187.50
PP WOMENS WINTER COAT GREEN all sz	3	\$	187.50
PRISONER LAUNDRY SMOCK	18	\$	178.56
SHIRT,OFCR,L/S,WOMENS,SZ 32, DNR	3	\$	170.70
LETTERING,HOT STAMP,2" LETTERS,BLACK	960	\$	163.20
CO JAIL MATERNITY SHIRT L/S	4	\$	159.10
CO JAIL MATERNITY SHIRT S/S	4	\$	144.50
LETTERING,HOT STAMP,1" LETTERS,BLACK	1,020	\$	122.40
SHIRT,OFCR,S/S MENS,SZ 23.5,100% COT,GY	3	\$	117.45
VEST, ZIPPER FRONT, SUPPLEX,all szs, BLACK	2	\$	95.00
DET DETENTION CAP W/EMB - all sizes	9	\$	90.00
LETTERING,HOT STAMP,3" LETTERS,WHITE	413	\$	86.73
CLASS 2 - 360 DEGREE REFLECTIVE VEST	6	\$	84.00
SHIRT,FS,L/S MENS,SZ 17.5TALL, POL	2	\$	79.30
INSIGNIA INSPECTOR LG PIN	17	\$	79.00
POLICE Embroidery Work- MQT	9	\$	66.31
LETTERING,HOT STAMP,3" LETTERS,BLACK	290	\$	60.90
INSIGNIA INSPECTOR SM PIN	13	\$	59.60
Class II,Reflective Vest,Bottom Pockets	3	\$	58.50
MDOC BADGE	76	\$	38.00
LETTERING,HOT STAMP,4" LETTERS,BLACK	96	\$	34.56
FLAG, REVERSE	52	\$	28.60
FILTER LAERDAL MASK	13	\$	16.25
CAP,BASEBALL,STAFF,SEAL EMB,FRONT,BROWN	1	\$	9.00
LETTERING,HOT STAMP,2" LETTERS,WHITE	22	\$	3.74
LETTERING,HOT STAMP,1" LETTERS,WHITE	27	\$	3.51

INDIVIDUAL MICHIGAN STATE INDUSTRIES KINROSS GARMENT CUSTOMERS

\$ 2,015,940.59	MDOC
\$ 122,009.75	MDOT
\$ 27,942.70	DNR
\$ 3,842.50	Individual Prisoner Accounts
\$ 1,800.00	Hillsdale County Road Commission
\$ 1,290.84	MSI

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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INDIVIDUAL MICHIGAN STATE INDUSTRIES KINROSS GARMENT CUSTOMERS - continued

\$	946.56	DEQ
\$	526.90	Godwin Public Schools
\$	455.05	Leelanau Sheriff's Department
\$	394.00	Bay County Road Commission
\$	311.35	Westland Police Department
\$	303.60	Kent County Sheriff
\$	294.00	City of Frankenmuth
\$	252.00	Les Cheneaux Chamber of Commerce
\$	213.00	Carrollton Township
\$	126.50	Ferndale Police Department
\$	94.70	Genesee County Road Commission
\$	84.00	City of Dearborn Heights
\$	39.00	City of Hillsdale
\$	35.00	City of East Lansing
\$	19.50	East Grand Rapids
\$	17.50	City of Marquette

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014
Kinross Garment Factory, Kincheloe

	<u>Income Statement</u>
General Sales	\$ 2,175,403
Transfers	\$ 1,536
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	\$ 2,176,939
Prime Expenses:	
Direct Materials	\$ 946,641
Direct Prisoner Labor	\$ 73,006
TOTAL PRIME EXPENSES	\$ 1,019,647
Overhead Expenses:	
Indirect Prisoner Labor	\$ 17,751
Heat, Light & Power	\$ 7,008
Maintenance of Assets	\$ 6,414
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ 3,662
Building Depreciation	\$ 3,986
Equipment Depreciation	\$ 42,339
Other Manufacturing Expenses	\$ 48,927
Factory Supervision	\$ 493,597
TOTAL MANUFACTURING EXPENSES	\$ 623,685
Total Cost of Goods Sold	\$ 1,643,332
Gross Margin	\$ 553,607
Selling & Administrative Expenses:	
Selling Expenses	\$ 2,033
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	\$ 2,033
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	\$ -
NET MARGIN	\$ 531,574
RAW MATERIALS INVENTORY	\$ 604,198
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 302,986
	\$ 907,185

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

CARSON CITY GARMENT FACTORY - located at the Carson City Correctional Facility in Carson City

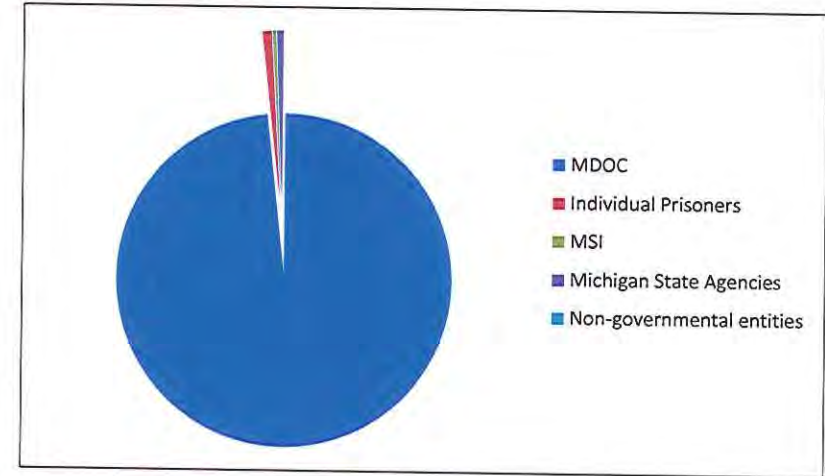
Opened in September 1988, currently employs 4 staff and 106 prisoners

CARSON CITY GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	SHORTS,JOCKEY,MENS,RIB KNIT all sizes	302,883	\$ 601,656.10
2	MENS INMATE PANT,ELASTIC WAISTall sz	42,763	\$ 594,220.90
3	THERMAL TOP,MENS,L/S,all sizes,WHITE-	79,406	\$ 382,891.80
4	SHORTS,ATHLETIC,UNISEX,all sizes,OR	42,802	\$ 313,811.00
5	THERMAL BOTTOMS,MENS,all sizes,WHITE	45,790	\$ 181,388.30
6	16" TUBE SOCK	308,388	\$ 169,613.40
7	PAJAMA TOP, PULLOVER, L/S,all sizes	10,736	\$ 112,502.00
8	ELASTIC WAIST PAJAMA BOTTOM	11,316	\$ 75,426.00
9	WOMENS INMATE PANT,ELASTIC WAIST-all sizes	6,081	\$ 60,889.80
10	MOP HEAD, WET 24oz COTTON, BANDED WO/HAN	9,094	\$ 43,680.62
11	MENS INMATE PANT,ELASTIC WAIST-all sz	2,280	\$ 32,646.00
12	MOP HEAD, WET 24oz COTTON, LOOSE WO/HAND	6,226	\$ 29,492.59
13	DUSTER,WOMENS,PLEATED,LT. BLUE,all size	1,200	\$ 19,996.80
14	MEN'S S/S PULOVER PAJAMA TOP all sizes	3,336	\$ 15,660.00
15	SHORTS,BOXER,MENS,all sizes	6,359	\$ 14,225.55
16	THERMAL BOTTOMS,WOMENS,all sizes,WHITE	3,528	\$ 13,574.40
17	PAJAMAS,WOMENS,PANTS,SEERSUCKER,all sizes	1,728	\$ 12,960.00
18	THERMAL TOP,WOMENS,L/S,all sizes WHITE	1,920	\$ 8,635.20
19	WOMEN'S S/S PULLOVER PAJAMA TOP, all sizes	1,488	\$ 8,184.00
20	PP ATHLETIC SHORTS,MENS ROYAL BL-all szs	659	\$ 6,531.25
	GOWN, PATIENT, W/SNAPS, 2X-LARGE	1,076	\$ 6,456.00
	PP ATHLETIC SHORTS,MENS BURGUNDY-all sz	580	\$ 5,777.75
	LABEL 1-1/4" WIDTH-2 SIDED	176,420	\$ 5,533.47
	PAJAMAS,MENS,SET,S/S,SNAP,all sizes	336	\$ 4,888.80
	PP ATHLETIC SHORTS,MENS GREEN-all sizes	477	\$ 4,741.00
	LABEL 1-1/4" X 2", 1 SIDED	7,500	\$ 1,935.00
	PP ATHLETIC SHORTS,MENS LT BLUE-all szs	190	\$ 1,894.25
	ROBE, MENS, SEERSUCKER,all sizes	60	\$ 1,755.00
	WOMEN'S VISITOR COVER-UP, all sizes	142	\$ 1,520.00
	PANTS,MATERNITY all sizes	72	\$ 1,425.60
	MOP HEAD, WET,24oz,RAYON, BANDED,WO/HAND	200	\$ 1,250.00
	LABEL, 2" 1 SIDED	21,600	\$ 1,069.20

SALES BY CUSTOMER TYPE

\$ 2,696,440.57	MDOC
\$ 22,483.75	Individual Prisoners
\$ 9,046.67	MSI
\$ 16,026.00	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 65.20	Non-governmental entities
\$ 2,744,062.19	



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

CARSON CITY GARMENT FACTORY

FY2014

Page 2

CARSON CITY GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	PP ATHLETIC SHORTS, WOMEN BURGUNDY-all sz	105	\$ 995.25
	PP ATHLETIC SHORTS, WOMEN ROYAL BLUE-all sizes	95	\$ 900.75
	PP ATHLETIC SHORTS, WOMEN GREEN-all sz	93	\$ 882.25
	PP ATHLETIC SHORTS, WOMEN LT.BLUE-all sz	80	\$ 751.00
	MOP HEAD,WET,24 OZ,RAYON,LOOSE,WO/HANDLE	120	\$ 720.00
	RAGS MADE FROM THERMAL SCRAP	30	\$ 312.00
	LABEL 1-1/4" X 3/4", 2 SIDED	5,445	\$ 246.33
	SOCKS,SPORT,TUBE,ADULT,NATURAL	267	\$ 163.49
	LABEL 1-1/4" X 3/4", 1 SIDED	1,065	\$ 20.27

INDIVIDUAL MICHIGAN STATE INDUSTRIES CARSON CITY GARMENT FACTORY CUSTOMERS

\$ 2,696,440.57	MDOC Correctional Facilities
\$ 22,483.75	Prisoners Private Accounts
\$ 16,026.00	DVMA- Grand Rapids Veterans Home
\$ 9,046.67	MSI
\$ 65.20	Midnight Crew LLC

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014
Carson City Garment Factory, Carson City

	<u>Income Statement</u>
General Sales	\$ 2,735,016
Transfers	\$ 9,047
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 2,744,062</u>
Prime Expenses:	
Direct Materials	\$ 1,132,353
Direct Prisoner Labor	\$ 69,108
TOTAL PRIME EXPENSES	<u>\$ 1,201,461</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 13,294
Heat, Light & Power	\$ 93,820
Maintenance of Assets	\$ 25,138
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ 24,438
Building Depreciation	\$ 21,849
Equipment Depreciation	\$ 29,073
Other Manufacturing Expenses	\$ 78,911
Factory Supervision	\$ 475,841
TOTAL MANUFACTURING EXPENSES	<u>\$ 762,365</u>
Total Cost of Goods Sold	<u>\$ 1,963,826</u>
Gross Margin	\$ 780,237
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ 780,237
 RAW MATERIALS INVENTORY	 \$ 437,863
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ 328,511</u>
	<u>\$ 766,375</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

BROOKS LAUNDRY - Located at the Earnest C. Brooks Correctional Facility in Muskegon
Opened April 1991, Brooks Laundry currently employs 5 staff and 43 prisoners

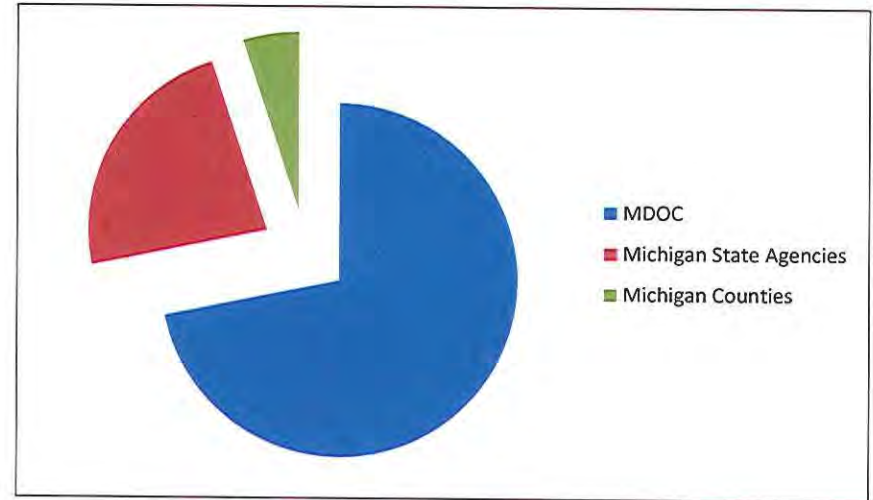
<u>Sales Rank</u>	<u>Service</u>	<u>Pounds</u>
1	ROUGH DRY LAUNDRY	4,982,301
2	FLAT WORK LAUNDRY	361,412
3	PERSONAL CLOTHING LAUNDRY	122,909
4	CONTAMINATED LAUNDRY	20,496
		5,487,118

INDIVIDUAL MICHIGAN STATE INDUSTRIES BROOKS LAUNDRY CUSTOMERS

\$ 1,244,556.86	MDOC Correctional Facilities
\$ 322,083.47	DVMA - Grand Rapids Veterans Home
\$ 88,120.52	Jackson County Medical Home
\$ 49,632.45	Kalamazoo State Hospital
\$ 29,671.20	State Police Training Academy
\$ 401.79	Western Michigan University
\$ 1,734,466.29	

SALES BY CUSTOMER TYPE

MDOC	\$ 1,244,556.86
Individual Prisoners	\$ -
MSI	\$ -
Michigan State Agencies	\$ 401,788.91
Michigan Counties	\$ 88,120.52
Michigan Local Units of Government	\$ -
Out of State Agencies	\$ -
Non-governmental entities	\$ -
	\$ 1,734,466.29



MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014
Brooks Laundry, Muskegon Heights

	<u>Income Statement</u>
General Sales	\$ 1,734,466
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,734,466</u>
Prime Expenses:	
Direct Materials	\$ 74,383
Direct Prisoner Labor	\$ 48,083
TOTAL PRIME EXPENSES	<u>\$ 122,466</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 6,058
Heat, Light & Power	\$ 232,597
Maintenance of Assets	\$ 14,409
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (1,647)
Building Depreciation	\$ 23,179
Equipment Depreciation	\$ 79,048
Other Manufacturing Expenses	\$ 286,705
Factory Supervision	\$ 927,191
TOTAL MANUFACTURING EXPENSES	<u>\$ 1,567,539</u>
Total Cost of Goods Sold	<u>\$ 1,690,006</u>
Gross Margin	\$ 44,461
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 2,584
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ 47,044
 RAW MATERIALS INVENTORY	 \$ 8,013
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ -
	<u>\$ 8,013</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
FY2014

DENTAL LABORATORY located at the Womens Huron Valley Correctional Facility.

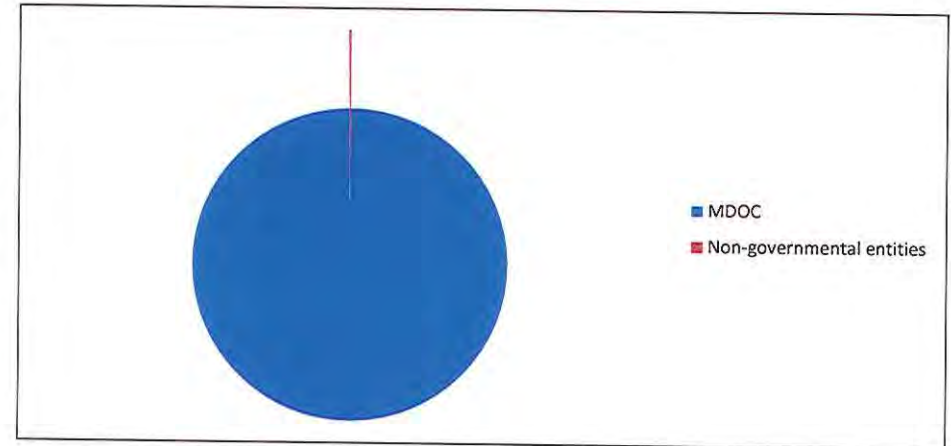
Opened October 2009 the Dental Laboratory currently employs 1 staff and 14 prisoners

DENTAL LABORATORY ITEMS SOLD RANKED BY REVENUE

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
1	BITEGUARD, SOFT	135	\$ 4,295.25
2	DENTURE, UPPER OR LOWER	446	\$ 54,757.00
3	IMPRESSION TRAY, CUSTOM	72	\$ 1,062.95
4	BITE SPLINT, RIGID	15	\$ 1,007.50
5	DENTURE, PARTIAL	451	\$ 43,737.65
6	PARTIAL CAST	28	\$ 5,122.95
7	REBASE, DENTURE OR PARTIAL DENTURE	9	\$ 841.30
8	RELINE, DENTURE OR PARTIAL DENTURE	48	\$ 2,086.80
9	FULL SOFT RELINE	1	\$ 68.25
10	REPAIR, DENTAL APPLIANCE	247	\$ 7,227.80
11	TOOTH, USED IN DENTAL APPLIANCE REPAIR	322	\$ 1,252.30
12	BASEPLATE & BITE RIM	29	\$ 439.50
13	ARTICULATION	53	\$ 547.00
14	SET-UP	7	\$ 319.50
15	RE-SET FEE	67	\$ 1,732.50
16	CLASP FEE	457	\$ 2,394.50

SALES BY CUSTOMER TYPE

\$ 126,631.25	MDOC
\$ -	Individual Prisoners
\$ -	MSI
\$ -	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 261.50	Non-governmental entities
\$ 126,892.75	



INDIVIDUAL MICHIGAN STATE INDUSTRIES DENTAL LABORATORY CUSTOMERS

\$ 126,631.25 MDOC Correctional Facilities
\$ 251.50 Dental Lifeline Network

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Dental Laboratory, Womens Huron Valley Correctional Facility

	<u>Income Statement</u>
General Sales	\$ 126,893
Transfers	\$ -
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 126,893</u>
Prime Expenses:	
Direct Materials	\$ 2,617
Direct Prisoner Labor	\$ 3,928
TOTAL PRIME EXPENSES	<u>\$ 6,545</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 13,716
Heat, Light & Power	\$ -
Maintenance of Assets	\$ 1,966
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ 508
Building Depreciation	\$ -
Equipment Depreciation	\$ 624
Other Manufacturing Expenses	\$ 23,049
Factory Supervision	\$ 138,811
TOTAL MANUFACTURING EXPENSES	<u>\$ 178,674</u>
Total Cost of Goods Sold	<u>\$ 185,219</u>
Gross Margin	\$ (58,326)
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ (58,326)
 RAW MATERIALS INVENTORY	 \$ 4,424
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ 499</u>
	<u>\$ 4,923</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

FY2014

PRINT SHOP - Located at G. Robert Cotton Correctional Facility, Jackson

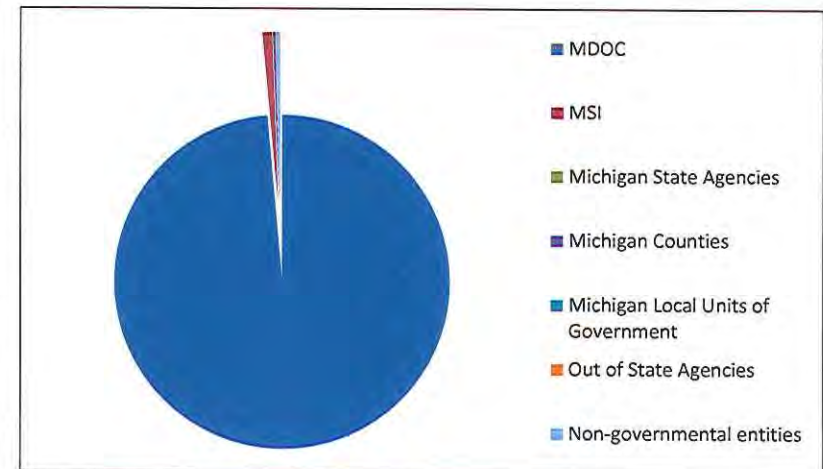
Opened March 2012 the Print Shop currently employs 2 staff and 10 prisoners

PRINT SHOP ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	Disbursement Authorization/Catalog Order	856,250	\$ 94,187.50
2	HEALTH CARE REQUEST, W/PERF	601,700	\$ 66,187.00
3	PSI-QUESTIONNAIRE-OMNI COMBINED	40,000	\$ 52,920.00
4	PRISONER PAROLE GRIEVANCE	314,500	\$ 50,320.00
5	PRISONER GUIDEBOOK-ENGLISH-SPANISH	45,000	\$ 40,500.00
6	ENVELOPE,#10,NO WINDOW,500/BOX	2,400	\$ 34,500.00
7	NCR PAPER	2,150	\$ 22,646.70
8	BUSINESS CARD,500/BOX,DOUBLE-SIDED	679	\$ 21,174.72
9	MISCONDUCT REPORT - 5-PART NCR	117,000	\$ 21,060.00
10	DISBURSEMENT AUTHORIZATION-PRISONER	420,000	\$ 21,000.00
11	DISBURSEMENT AUTH(EXPEDITED LEGAL MAIL)	173,750	\$ 19,112.50
12	NCR PAPER	1,680	\$ 17,593.25
13	PRISONER DECLA OF RCVD CLOTH&LINEN ISSUE	166,640	\$ 13,831.12
14	PRISONER PASS	11,300	\$ 13,322.70
15	GATE MANIFEST/LOAD MANIFEST, NUM-UNNUM	89,750	\$ 10,770.00
16	VISITOR LIST	128,210	\$ 10,641.43
17	APPLICATION for LEAVE	121,460	\$ 10,081.18
18	MDOC VISITING APPLICATION	84,000	\$ 9,996.00
19	LEGAL PHOTOCOPY DISBURSEMENT 4-PT NCR	88,200	\$ 9,702.00
20	OMNI PRE-SENTENCE INTERVIEW DATA ETC	12,000	\$ 9,144.00
	PROGRAMS WORK ASSIGNMENT EVAL.	46,250	\$ 7,400.00
	PRISONER KITES	350,000	\$ 7,000.00
	PRISONER REQUEST F/ STATE ISSUE CLOTHING	2,950	\$ 6,956.10
	PRISONER PERSONAL PROPERTY RECEIPT-PAGE1	84,610	\$ 6,768.80
	PRISONER RCPT FOR STATE ISSUED ETC-REV	58,000	\$ 6,380.00
	BUSINESS CARD, 500/BOX	175	\$ 4,893.22
	PRISONER PAROLEE GRIEVANCE APPEAL	24,300	\$ 3,839.40
	PSYCHOLOGICAL TEST ENVELOPE	10,424	\$ 3,446.17
	DAILY PRISONER SHAKEDOWN REPORT REV	4,700	\$ 3,379.30
	DENTAL HEALTH RECORD-DENTAL ENV	10,200	\$ 3,372.12
	PROPERTY TAG	50,000	\$ 3,000.00
	CONTACT NOTICE (PACKAGED 250)	35,000	\$ 2,835.00

SALES BY CUSTOMER TYPE

\$ 656,058.92	MDOC
\$ -	Individual Prisoners
\$ 5,740.94	MSI
\$ 87.71	Michigan State Agencies
\$ 675.25	Michigan Counties
\$ 126.50	Michigan Local Units of Government
\$ 444.50	Out of State Agencies
\$ 2,600.00	Non-governmental entities
\$ 665,733.82	



MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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PRINT SHOP ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	PRISONER GUIDEBOOK SPANISH	3,100	\$ 2,790.00
	MACOMB FACILITY PRISONER GUIDEBOOK SECT	1,416	\$ 2,478.00
	ASSIGNMENT OR HOUSING UNIT PASS REC. 8	900	\$ 2,439.90
	SEGREGATION CHECKLIST PINK/CHERRY	69,000	\$ 2,070.00
	POCKET GUIDE FOR PRISONER RULE VIOLATION	1,750	\$ 2,063.25
	Disburst Author. (Prisoner) - RGC	30,020	\$ 2,011.34
	STRAIGHT NCR PAPER	170	\$ 1,878.50
	BRAILLE 3-COLOR WINDOWED ENVELOPE	25,000	\$ 1,625.00
	PROPERTY TRANSFERRED-SHORT	24,540	\$ 1,619.64
	WEAPONS AND RESTRAINT AUTHORIZATION	26,700	\$ 1,602.00
	ENVELOPE #10, WITH WINDOW-500/BOX	67	\$ 1,444.72
	SEGREGATION CHECKLIST WHITE	40,200	\$ 1,206.00
	NON-INSTITUTIONAL PERSONNEL DAILY PASS	17,360	\$ 1,145.76
	STRAIGHT NCR PAPER	100	\$ 1,085.00
	LAUNDRY TALLY SHEET-3 PART	16,340	\$ 1,052.13
	OFFENDER FINANCIAL STATUS REPORT	11,250	\$ 1,015.00
	SEGREGATION CHECKLIST-BLUE	30,000	\$ 900.00
	CONTRABAND REMOVAL RECORD-4-PART NCR	8,750	\$ 883.75
	HEPATITIS C-NEGATIVE POST TEST COUNSELIN	12,700	\$ 876.30
	Certificate of Achievement (with covers)	10,500	\$ 871.50
	RECEIPT OF ORIENTATION	15,000	\$ 870.00
	PROCUREMENT REQUEST	11,690	\$ 841.68
	SPECIAL HOUSING UNIT RECORD	310	\$ 840.41
	PRODUCTION TAGS	10,000	\$ 825.00
	PROPERTY DISPOSITION SHEET	7,000	\$ 812.00
	NCR PAPER	76	\$ 794.20
	CELL INVENTORY CHECK LIST	10,020	\$ 791.58
	PRESCRIPTION FORMS(NUMBERED)	10,000	\$ 770.80
	Fire Extinguisher Inspection Record	3,400	\$ 744.60
	SPECIAL EDUCATION RECORD	2,150	\$ 711.65
	VISITORS BOOK REGISTER	13,900	\$ 695.00
	SEGREGATION CHECKLIST CANARY	23,000	\$ 690.00
	CLOTHING EXCHANGE CRITERION	1,215	\$ 643.95
	HIV COUNSELING NEGATIVE RESULTS REV	11,000	\$ 609.00
	PRISONER RECEIPT	12,000	\$ 600.00
	BRAILLE 3-COLOR #10 ENVELOPE	5,000	\$ 600.00

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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PRINT SHOP ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	SAI VOLUNTARY AGREEMENT ETC-PGS1&2-RED MARK PAPER	2,500	\$ 577.50
	Class II and Class III Misconduct Appeal REQUEST FOR REHEARING 2-PART FORM	80	\$ 552.00
	OUTPATIENT MEDICATION-PROOF OF USE DENTAL HEALTH HISTORY	5,000	\$ 500.00
	DOOR HANGER	4,500	\$ 450.00
	BRaille LETTERHEAD (3-COLOR)	150	\$ 444.15
	PREVA VERIFICATION REVISED 1/11/2011 3PT	150	\$ 414.00
	LABEL FOR 8759P - DISINFECTANT-SANITIZER	1,500	\$ 379.50
	LABEL FOR 8800- LIQUID LAUNDRY DETERGENT	2,500	\$ 375.00
	SHIPPERS,MSI,5-PART,NUMBERED	10,000	\$ 360.00
	DELIVERY REPORTS,5 PART CARBONLESS	20,000	\$ 342.20
	VISITOR PASS	20,000	\$ 342.20
	PROGRESS NOTES	3,100	\$ 339.34
	OPTOMETRIC/VISION SCREENING	3,000	\$ 328.44
	NAME TENTS-TRAINING	6,900	\$ 296.70
	HEALTH RECORDS FOR TRANSFER,	100	\$ 296.10
	ENVELOPE,KRAFT BROWN,10"x15",NO CLASP	100	\$ 296.10
	SEG LAW LIBRARY RESOURCE REQUEST 100/PD	2,800	\$ 291.20
	EQPT,SUPPLIES & FORMS REQ (NO BILL TO)	5,000	\$ 290.00
	ROOM/CELL CHECK PRISONER	1,000	\$ 288.00
	CLOTHED BODY SEARCH-WAVIER PG 1-2	120	\$ 282.96
	PROBLEM LIST,2 HOLE TOP PUNCH	3,340	\$ 277.22
	LABEL FOR 8771 - CITRUS SUPER CLEANER	200	\$ 271.20
	LABEL FOR 8801 - LIQUID CHLORINE BLEACH	2,000	\$ 264.00
	NOTICE OF INTENT TO CONDUCT ADMIN HEARIN	6,000	\$ 258.00
	Door Card Regular-B,O,P,R,W,C,(COLORS)	15,000	\$ 256.65
	DISBURSEMENT AUTHORIZATION-INDIGENT PRIS	15,000	\$ 256.65
	REPORT CARD	3,340	\$ 240.48
	NURSING CARE PLAN	20,000	\$ 240.00
	NOTICE OF PACKAGE REJECTION	5,000	\$ 215.00
	LABEL FOR 8721 - SANI HANDS	1,500	\$ 207.00
	LABEL FOR 8750 - MULTI PURPOSE CLEANER	2,000	\$ 202.00
	LABEL FOR 8764 - FLOOR SEALER	2,000	\$ 202.00
	DNU-ENVELOPE,#10,SELFRIDGE (500 P/BOX)	10,000	\$ 171.10
		10,000	\$ 171.10
		10,000	\$ 171.10
		6	\$ 161.00

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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PRINT SHOP ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	DECLARATION OF RELIGIOUS PREFERENCE FORM	2,500	\$ 145.00
	MDOC ELECTIONS BALLOT	2,500	\$ 145.00
	IBC LEVEL 2 A-WING COUNT SHEET (100PD)	30	\$ 138.87
	IBC LEVEL 2 B-WING COUNT SHEET (100PD)	30	\$ 138.87
	MEMORANDUM-HALF PAGE	100	\$ 135.60
	CHARLEVOIX CITY POLICE DOOR HANGER	500	\$ 126.50
	PRISONER ACCIDENT REPORT	1,250	\$ 126.25
	MRF MASTER LEVEL I, II IV A WING 1-30	600	\$ 120.00
	MRF MASTER LEVEL I, II IV B WING 31-60	600	\$ 120.00
	REQUISITION SUPPLIES	1,000	\$ 116.00
	LETTERHEAD, MICH AIRGUARD HISTORICAL	2,000	\$ 116.00
	IMPORTANT HEALTH INFORMATION BOOKLET	400	\$ 115.20
	VISITOR SERVICES QUESTIONNAIRE	2,300	\$ 115.00
	LABEL FOR 8772 - CITRUS GLASS CLEANER	6,000	\$ 102.66
	TALLY SHEETS	1,500	\$ 96.59
	MEDICAL RECORD DEFICIENCY SLIP	2,000	\$ 86.00
	LABEL FOR 8752 - SPRAY & WIPE	5,000	\$ 85.55
	LABEL FOR 8763 - FLOOR WAX STRIPPER	5,000	\$ 85.55
	LABEL FOR 8765 - FLOOR FINISH,GLOSS COAT	5,000	\$ 85.55
	LABEL FOR 8808 - LIQUID LAUNDRY FRESH	5,000	\$ 85.55
	CELL MOVE REQUEST	60	\$ 81.36
	LETTERHEAD,SELFRIDGE AIR MUSEUM	1,000	\$ 81.00
	REQUEST FOR PRISONER TRANSFER	700	\$ 80.50
	MRF MASTER LEVEL 1,II IV C WING 61-90	400	\$ 80.00
	MRF MASTER LEVEL 1,II IV D WING 91-120	400	\$ 80.00
	SPECIAL PROBLEM OFFENDER NOTICE,3-PT NCR	502	\$ 74.80
	INVENTORY TAGS	4,300	\$ 69.27
	DELIVERY SLIP AND RECEIPT	1,000	\$ 66.00
	CHARLEVOIX COUNTY SHERIFF 500 BOX	2	\$ 60.00
	CERTIFICATE OF COMPLETION	1,000	\$ 58.00
	DIAGNOSTIC TESTING RESULT NOTIFICATION	1,000	\$ 58.00
	ENVELOPE,#10,MAGHA (500 P/BOX)	2	\$ 57.50
	EMPLOYEE SCHOOL INFORMATION-NEW	1,000	\$ 50.00
	CERTIFICATE OF ACHIEVEMENT	600	\$ 49.80
	DAILY CHECK SHEET	40	\$ 47.16
	CUT TICKET-MSI	500	\$ 46.72

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PRINT SHOP ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	SPRINKLER SYSTEM MAIN DRAIN TEST RECORD	200	\$ 43.80
	SUBSTANCE ABUSE CLIENT DISCHARGE	400	\$ 40.40
	OFFICIAL RECEIPT-STATE MONEY	500	\$ 33.00
	MONEY RECEIPT-NUMBERED OR UNNUMBERED	550	\$ 31.90
	MRF MASTER LEVEL II, IV A WING 1-24	150	\$ 30.00
	MRF MASTER LEVEL II, IV B WING 25-48	150	\$ 30.00
	MRF MASTER LEVEL II, IV C WING 49-72	150	\$ 30.00
	MRF MASTER LEVEL II, IV D WING 73-96	150	\$ 30.00
	SELFRIDGE GATE PASS	500	\$ 29.00
	JCS NOTE CARD	250	\$ 28.75
	JCS NOTE CARD ENVELOPE	250	\$ 23.00
	MEAL TICKET-OFFICIAL (PAID)	1,100	\$ 18.70
	TIME CARDS	2,000	\$ 18.00
	GASTROINTESTINAL CHRONIC CARE CLINIC	300	\$ 17.40
	LABEL FOR 8804 - LIQUID FABRIC SOFTNER	1,000	\$ 17.11
	VOLUNTEER SERVICE APPLICATION	5	\$ 17.03
	SUICIDE PREVENTION SCREENING	200	\$ 14.40
	Pretest Counsel & Conset 4 HIV/hepC test	200	\$ 11.60
	PULMONARY CRONIC CARE CLINIC FOLLOW-UP	200	\$ 11.60
	DELIVERY SLIP & RECEIPT-MAILROOM R	200	\$ 8.60
	DAILY FINISHED GOODS SHEET-JACKSON MATTR	334	\$ 7.12
	REPORT ON MENU CHANGES	3	\$ 7.07
	PRISONER/EMPL. COUNSELING AND/OR WARNING	300	\$ 6.36
	CODE BLUE RECORD	2	\$ 5.92
	CONSENT TO SURGERY, ANE.MED TREAT.	100	\$ 5.80
	MANIFEST CARD-DEPUTY WARDEN,	400	\$ 5.60
	T.B. SYMPTOMS-HEALTH SCREENING QUESTIONN	2	\$ 5.12
	GRIEVANCE LOG	1	\$ 3.77
	MIRANDA WARNING	200	\$ 3.40
	MSI-TIME CARDS,INMATE	200	\$ 2.48
	MEAL TICKETS-RECORD OF SALE	1	\$ 2.36
	MEAL TICKET-GUEST(NO CHARGE)	50	\$ 0.85

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INDIVIDUAL MICHIGAN STATE INDUSTRIES PRINT SHOP CUSTOMERS

\$	656,191.89	MDOC Correctional Facilities
\$	5,722.94	MSI Factories
\$	2,600.00	Michigan Braille Services
\$	646.50	Charlevoix County Sheriff
\$	444.50	Selfridge Air Museum
\$	126.50	City of Charlevoix
\$	58.95	Ferris State University
\$	28.76	Michigan Department of Natural Resources
\$	28.75	Ingham County Sobriety Court Foundation

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Print Shop, G. Robert Cotton Correctional Facility, Jackson

	<u>Income Statement</u>
General Sales	\$ 659,993
Transfers	\$ 5,714
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 665,734</u>
Prime Expenses:	
Direct Materials	\$ 307,082
Direct Prisoner Labor	\$ 9,515
TOTAL PRIME EXPENSES	<u>\$ 316,597</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 3,796
Heat, Light & Power	\$ -
Maintenance of Assets	\$ 7,382
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (8,594)
Building Depreciation	\$ 731
Equipment Depreciation	\$ 28,207
Other Manufacturing Expenses	\$ 44,018
Factory Supervision	\$ 257,398
TOTAL MANUFACTURING EXPENSES	<u>\$ 332,938</u>
Total Cost of Goods Sold	<u>\$ 649,535</u>
Gross Margin	\$ 16,199
Selling & Administrative Expenses:	
Selling Expenses	\$ 877
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ 877</u>
Miscellaneous Revenues	\$ (9)
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ 15,313
 RAW MATERIALS INVENTORY	 \$ 49,880
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ 73,125</u>
	<u>\$ 123,005</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
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OPTICAL LABORATORY - Located at Gus Harrison Correctional Facility, Adrian

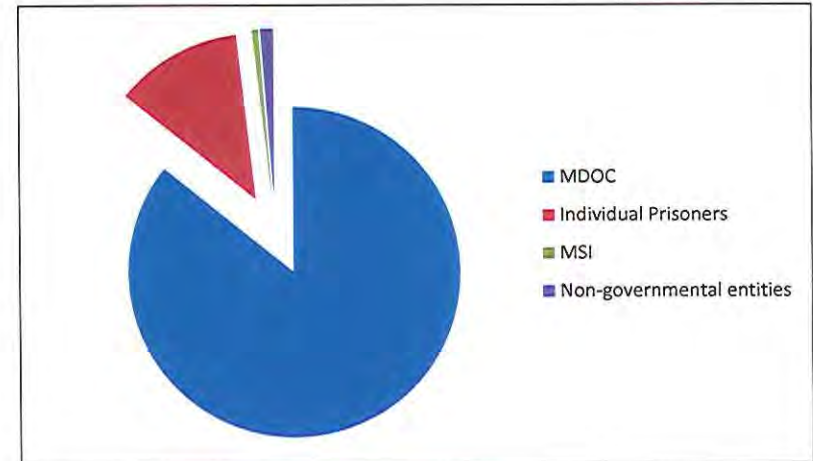
Opened March 1999, the Print Shop currently employs 2 staff and 12 prisoners

OPTICAL LABORATORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	State Issued Bifocal Plastic	2,738	\$ 102,127.40
2	State Issued SV Plastic	3,467	\$ 96,008.20
3	GLASSES,INMATE,PLASTIC,SINGLE VISION SF	496	\$ 13,748.80
4	Inmate Purchased Eyeglasses SV	399	\$ 11,052.30
5	GLASSES,INMATE,PLASTIC,BIFOCAL,W/TINT	144	\$ 6,899.20
6	INMATE PURCH EYEGLASSES BIFOCAL	178	\$ 6,606.35
7	GLASSES,INMATE,POLYCARBONATE,BIFOCAL	108	\$ 5,169.00
8	FRAMS - STATE PAID	306	\$ 4,864.75
9	GLASSES,INMATE,POLYCARBONATE,SNG,VIS SF	124	\$ 4,755.40
10	Inmate Purchased Eyeglasses Semi Finishe	163	\$ 4,543.90
11	INMATE PURCH EYEGLASSES PC BIFOCAL	73	\$ 3,490.75
12	INMATE PURCH EYEGLASSES POLYCARB SV & SF	86	\$ 3,298.13
13	GLASSES,INMATE,POLYCARBONATE, SING,VIS	78	\$ 2,991.30
14	GLASSES,INMATE,PLASTIC,SINGLE.VIS,W/TINT	66	\$ 2,531.13
15	INMATE PURCH EYEGLASSES POLYCARB SV	67	\$ 2,485.30
16	PLASTIC BIFOCAL LENS	147	\$ 2,328.70
17	GLASSES,INMATE,POLYCARBON,BIFOCAL,W/TINT	35	\$ 2,051.00
18	GLASSES,INMATE,POLYCARB,SNGL VIS,W/TINT	31	\$ 1,517.45
19	INMATE SAFETY, PLASTIC BIFOCAL	58	\$ 1,309.04
20	GAS MASK,SINGLE VISION POLY	18	\$ 1,151.10
	GLASSES, INMATE, PLASTIC, TRIFOCAL	23	\$ 1,102.85
	PLASTIC SINGLE VISION LENS	94	\$ 1,001.10
	GLASSES,INMATE,PLASTIC,SINGLE.VIS,W/TINT	23	\$ 882.05
	CIV. GLASSES NON ST. AGENCY PC BIFOCAL	15	\$ 719.25
	INMATE SAFETY GLASSES, SV	29	\$ 613.06
	FRAMES - INMATE PAID	37	\$ 590.15
	Inmate Glasses Poly Bifocal SVS	12	\$ 564.75
	Civ.Safe.Prog.Ova.Trans w/AR, Group D	2	\$ 523.70
	Inmate, Poly Bifocal Trans., SVS	4	\$ 468.80
	INMATE PURCH EYEGLASSES TRANS BIFOCAL	4	\$ 426.20
	Inmate Poly SV SVS	11	\$ 421.85
	CIVILIAN GLASSES - NON STATE AGENCY	15	\$ 415.50
	POLY SV W/ ROLL & POLISH SEMI FINISHED	8	\$ 391.60

SALES BY CUSTOMER TYPE

\$ 257,028.07	MDOC
\$ 37,263.33	Individual Prisoners
\$ 1,826.64	MSI
\$ -	Michigan State Agencies
\$ -	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 3,633.10	Non-governmental entities
\$ 299,751.14	



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OPTICAL LABORATORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	INMATE PURCH EYEGLASSES SV W/TINT	10 \$	383.50
	CIV. GLASSES NON ST. AGENCY POLYCARB SV	10 \$	383.50
	INMATE PAID	23 \$	366.85
	Inmate Bifocal Plastic w/Tint and Slab O	3 \$	361.50
	Glasses, Inmate Bifocal w/Slab Off	3 \$	328.80
	CIV. GLASSES NON ST. AGENCY TRANS BIFOCA	3 \$	319.65
	Inmate Purchased, S.V., Poly with UV	6 \$	294.00
	Inmate Purchased, S.V., Poly with UV SF	6 \$	292.95
	Plastic Bifocal w/Tint	12 \$	265.90
	STATE PAID	16 \$	262.75
	Inmate Plastic Bifocal SVS	7 \$	261.10
	CIV. GLASSES NON ST. AGENCY BIFOCAL	7 \$	261.10
	CIV. GLASSES NON ST. AGENCY PC,SV,W/TINT	5 \$	244.75
	Civ.Safe.PolyProgOvaTransw/AR, Group B	1 \$	242.20
	Inmate Purch,SV,Poly w/Roll/Polish,UV,SF	4 \$	238.60
	INMATE PURCH EYEGLASSES PC BIFOCAL W/TIN	4 \$	234.40
	Inmate paid Bifocal Poly w/UV	4 \$	234.40
	CIV. GLASSES NON ST. AGENCY PC,BI,W/TINT	4 \$	234.40
	CIV. GLASSES NON ST. AGENCY POLYCARB SV	6 \$	230.10
	CIVSAFE POLYPROG TRANW/AR GROUP F	1 \$	230.00
	GAS MASK,SINGLE VISION PLASTIC	4 \$	222.80
	Civ.Poly.Prog.Ovat.Trans.w/AR	1 \$	220.20
	GLASSES,INMATE,PLASTIC,TRANS,BIFOCAL	2 \$	213.10
	Civ.Safe.Prog.Ova.w/Tint,Group F	1 \$	211.30
	Glasses, Inmate, Poly Bifocal w/Slab Off	2 \$	197.70
	INMATE PAID SV POLY W/ROLL AND POLISH,SF	4 \$	196.00
	INMATE PURCH EYEGLASSES BIFOCAL W/TINT	4 \$	191.80
	INMATE PURCH EYEGLASSES SV W/TINT SF	5 \$	191.75
	POLYCARBONATE BIFOCAL LENS	9 \$	191.70
	CivSafePolyProgAdapTrans, Group E	1 \$	189.80
	Civ.Safe.PolyProg.Nat.w/AR, Group E	1 \$	189.80
	INMATE PURCH EYEGLASSES TRANSITION SV	2 \$	181.20
	Civilian Safety Adaptar Transition Group	1 \$	176.70
	POLY BI W/ROLL & POLLISH	3 \$	175.80
	POLY SV W/TINT SMEI FINSHED	8 \$	170.24
	PLASTIC SV W/TINT	10 \$	158.68
	CivSafePolyProgAdapTrans, Group B	1 \$	157.05

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OPTICAL LABORATORY ITEMS SOLD RANKED BY REVENUE (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	POLY CARB, BI-FOCAL, TRANS, GROUP D SAFT	1 \$	155.70
	STATE ISSUED SVS ADAP.PROG.	2 \$	140.00
	Inmate Purchase Poly Bifocal w/R&P UV	2 \$	138.50
	INMATE PROG. TRANS.	1 \$	135.00
	Civ.Prog.Ova - PRICE AT DELIVERY	1 \$	128.45
	Replacement Poly Prog. Ovation	2 \$	122.00
	INMATE POLYBI W/TINT SVS	2 \$	117.20
	INMATE POLY TRI, SVS	2 \$	117.20
	PLASTIC SINGLE VISION LENS SEMI FINSHED	11 \$	117.15
	CIV. GLASSES NON ST. AGENCY SV W/TINT	3 \$	115.05
	Inmate Plastic Single Vision SVS	4 \$	110.80
	INMATE PURCH EYEGLASSES PC TRIFOCAL	2 \$	106.55
	INMATE PURCH EYEGLASSES TRIFOCAL	2 \$	106.55
	Civ.Poly.Bi. w/Rev. AR	1 \$	100.00
	Inmate Safety, SV Poly	3 \$	99.64
	INMATE PURCH EYEGLASSES PC, SV, W/TINT	2 \$	97.90
	Inmate paid Bifocal Plastic w/Roll and	2 \$	95.90
	Inmate paid Bifocal Plastic w/UV	2 \$	95.90
	Inm.Pur.Poly Bifocal, SVS	2 \$	95.90
	CIV. GLASSES NON ST. AGENCY BIFO W/TINT	2 \$	95.90
	POLYCARBONATE SINGLE VISION LENS SF	6 \$	95.70
	Inm.Safety Poly Bifocal	3 \$	94.91
	Poly Bifocal w/Slab and Tint	1 \$	81.95
	POLYCARBONATE SINGLE VISION LENS	5 \$	79.75
	CIVILIAN SAFETY BIFOCAL GROUP B	1 \$	78.10
	Inmate Purchased Single Vision w/R&P SF	2 \$	76.70
	GAS MASK,BIFOCAL POLY	1 \$	69.25
	Civ.Poly.Prog.Adap w/Tint-PRICE AT DEL.	1 \$	67.60
	Inmate Paid SV Poly w.Tint and UV, SF	1 \$	59.60
	Inmate Poly Bifocal w/Roll & Polish, SVS	1 \$	58.60
	Inmate Purch Poly Bifocal w/Roll/Polish	1 \$	58.60
	PLASTIC SV W/TINT SEMI FINISHED	3 \$	53.26
	Inmate Purchase Poly w/Roll and Polish	1 \$	49.00
	Inmate, Poly w/Roll and Polish, SVS	1 \$	48.95
	Inmate Bifocal w/Roll and Polish	1 \$	47.95
	INMATE BIFOCAL PLASTIC SVS	1 \$	47.95
	Inmate Plastic Trifocal SVS	1 \$	47.95

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OPTICAL LABORATORY ITEMS SOLD RANKED BY TOTAL SALES (continued)

<u>Sales Rank</u>	<u>Item Description</u>	<u>Quantity</u>	<u>Revenue</u>
	PLASTIC TRI FOCAL	2	\$ 42.60
	TINT ONLY	4	\$ 42.60
	Inmate Purchased SV Poly SVS	1	\$ 38.35
	Inmate Purchased Single Vision w/R&P	1	\$ 38.35
	Inmate Purchase SV w/UV	1	\$ 38.35
	CIV. S.V. W/TINT SVS	1	\$ 38.35
	GLASSES INMATE SV PLASTIOC W/ ROLL&POLIS	1	\$ 38.35
	CIV. GLASSES NON ST. AGENCY SV W/TINT SF	1	\$ 38.35
	POLY BIFOCAL W/TINT	1	\$ 31.95
	CIVILIAN GLASSES - NON STATE AGENCY SF	1	\$ 27.70
	Reading Glasses	3	\$ -

INDIVIDUAL MICHIGAN STATE INDUSTRIES OPTICAL LABORATORY CUSTOMERS

\$	257,028.07	MDOC Correctional Facilities
\$	37,263.33	Private Prisoner Accounts
\$	1,826.64	MSI
\$	2,853.00	Genesee Health Plan
\$	586.20	New Covenant Baptist Church
\$	193.90	Wolverine Human Services

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Optical Laboratory, Gus Harrison Correctional Facility, Adrian

	<u>Income Statement</u>
General Sales	\$ 297,946
Transfers	\$ 1,806
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 299,751</u>
Prime Expenses:	
Direct Materials	\$ 71,805
Direct Prisoner Labor	\$ 10,126
TOTAL PRIME EXPENSES	<u>\$ 81,931</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 5,777
Heat, Light & Power	\$ -
Maintenance of Assets	\$ 2,447
Equipment less than \$1,000	\$ 830
Inventory Adjustments	\$ (744)
Building Depreciation	\$ 1,731
Equipment Depreciation	\$ 5,570
Other Manufacturing Expenses	\$ 6,995
Factory Supervision	\$ 221,189
TOTAL MANUFACTURING EXPENSES	<u>\$ 243,795</u>
Total Cost of Goods Sold	<u>\$ 325,726</u>
Gross Margin	\$ (25,975)
Selling & Administrative Expenses:	
Selling Expenses	\$ 5,389
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ 5,389</u>
Miscellaneous Revenues	\$ -
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	\$ (31,364)
RAW MATERIALS INVENTORY	\$ 49,833
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	\$ 77
	<u>\$ 49,910</u>

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections
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IONIA GARMENT FACTORY located at Ionia Correctional Facility, Ionia

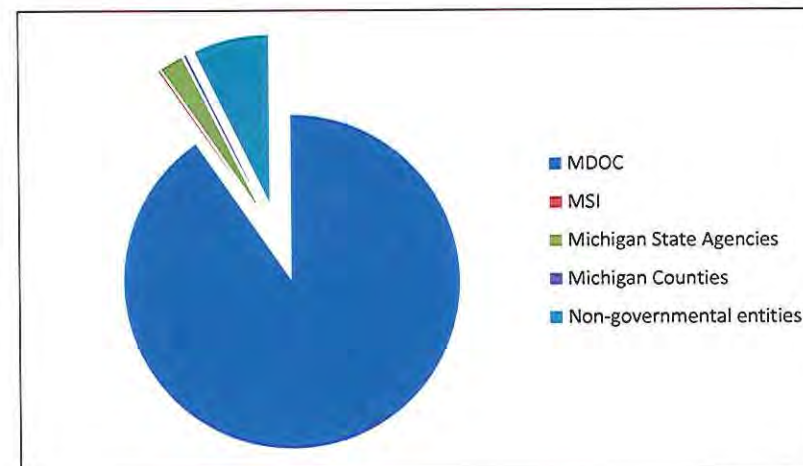
Opened in July 2010, the Ionia Garment Factory currently employs 3 staff and 63 prisoners

IONIA GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE

Sales Rank	Item Description	Quantity	Revenue
1	T-SHIRT,FLAT KNIT,WHITE, all sizes	189,094	\$ 556,832.67
2	TOWEL,BATH,TERRY CLOTH,8.8 OZ,20X46	131,993	\$ 329,982.50
3	WASH CLOTH,TERRY CLOTH,12X12,WHITE	203,610	\$ 122,145.50
4	M.D.O.C. PAROLE/RIDE OUT PANT, all sizes,KHAKI	4,460	\$ 34,936.10
5	INMATE DRESS OUT SHIRT - all sizes Khaki	3,293	\$ 25,051.75
6	BIB, 20X40, PULLOVER	6,000	\$ 23,400.00
7	INMATE DRESS OUT SHIRT - all sizes White	1,961	\$ 15,638.50
8	PANTS, MENS, CO JAIL, all sizes, WHITE	1,334	\$ 11,167.90
9	LOWER ARM	2,981	\$ 5,642.92
10	GUN SINGLE NOZZLE	9,026	\$ 4,964.30
11	RAIL IRB55002 COLOR 1,2,3	677	\$ 3,961.70
12	VERTICAL TUBE/MAGNET ARM	1,893	\$ 3,733.94
13	ARM P10 EXTENSION	4,345	\$ 3,476.00
14	VERSABELL	3,734	\$ 3,407.64
15	HOOD SHOCK W/FLAPS	19,968	\$ 3,394.56
16	PANTS, MENS, CO JAIL, all sizes, KHAKI	387	\$ 3,057.65
17	INNER/OUTER ARM TUBE	1,785	\$ 2,927.40
18	ROBOBELL 1000 CLEAR COAT VERSATECT	5,787	\$ 2,893.50
19	TURRET/VERTICAL ARM KE610-B-H	992	\$ 2,876.80
20	BELL W/8 ELECTRODES	1,135	\$ 2,610.50
	SINGLE HOOK/ WRIST	2,367	\$ 2,594.12
	BELL W/ELECTRODES RMA303 ITW	1,189	\$ 2,318.55
	PROXY SWITCH POLYLAM	4,135	\$ 2,274.25
	PANTS, MENS, CO JAIL,all sizes, NAVY	286	\$ 2,272.80
	SHIRT,COUNTY JAIL,WOMENS,all sizes,WHITE	220	\$ 2,260.00
	ROBOBELL 1000 CARTRIDGE BELL VERSATECT	3,194	\$ 2,235.80
	SHIRT, MENS,CO JAIL, S/S,all sizes,ORANGE	180	\$ 2,016.00
	PANTS, MENS, CO JAIL, all sizes, ORANGE	242	\$ 2,015.50
	BELT TENSIONER HDEP ENGINE - POLYLAM	4,463	\$ 2,008.35
	WRIST FULL MOTION P700 PULL-ON VERSATECT	2,496	\$ 1,996.80
	WRIST IRB5400	2,902	\$ 1,973.36
	SIDE RECIP CABINET ECON-TECT	898	\$ 1,760.08

SALES BY CUSTOMER TYPE

\$ 1,111,086.49	MDOC
\$ -	Individual Prisoners
\$ 565.12	MSI
\$ 27,000.00	Michigan State Agencies
\$ 2,197.10	Michigan Counties
\$ -	Michigan Local Units of Government
\$ -	Out of State Agencies
\$ 88,782.07	Non-governmental entities
\$ 1,229,630.78	



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IONIA GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE - continued

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	PANTS,WOMENS,CO JAIL,NO PCKTS,WHITE all sizes	220 \$	1,713.00
	FOREARM IRB5002	3,967 \$	1,586.80
	SHIRT, MENS,CO JAIL, S/S,all sizes,KAHKI	152 \$	1,560.80
	ROBOT P200E 1400mm STANDARD	513 \$	1,559.52
	GUN SINGLE NOZZLE W/O CASCADE	3,095 \$	1,083.25
	GUN HOSE - POLYLAM	422 \$	1,055.00
	ROBOT P200E 1400mm	257 \$	1,028.00
	ALL IN ONE DIAPER	172 \$	1,023.40
	OVERHEAD BELT W/6 ELECTRODES	786 \$	1,021.80
	SHIRT,SCRUB,WOMENS,CONTOUR FIT STYLE	81 \$	959.00
	PANT, HOSPITAL, TEAR AWAY, INMATE	52 \$	926.10
	ALL IN ONE - MONSTER	150 \$	892.50
	SHIRT,HOSPITAL, TEAR AWAY, INMATE	50 \$	840.30
	DOOR OPENER HORIZONTAL ARM LEFT	1,397 \$	838.20
	ROBOT RPE XL	399 \$	817.95
	DOOR OPENER HORIZ. ARM RIGHT	1,349 \$	809.40
	RAIL P155	377 \$	784.16
	BELL CLEANER STAND P700	976 \$	780.80
	LOWER OUTER ARM P251A	1,688 \$	759.60
	WET BAGS VARIOUS COLORS	542 \$	650.40
	SIDE CABINET BASE COAT #1 - POLYLAM	894 \$	625.80
	PHOTO EYE CABINET LEFT LINE 3	191 \$	573.00
	RAIL BASE DOOR OPENER P201A VT	495 \$	519.75
	FOREARM P7001A PAINTER	996 \$	517.92
	JACKET,HEALTH CARE,WOMENS, WINE	43 \$	502.05
	SMART BOTTOMS DIAPER/PRE FOLD	660 \$	500.64
	FOREARM/UPPER YP P500	408 \$	489.60
	LAB COAT, WHITE all sizes	34 \$	462.70
	JACKET,HEALTH CARE,WOMENS, WHITE	24 \$	420.00
	VERSABELL LL-60 PULL-ON RP ORANGE POLYLA	1,188 \$	415.80
	DOOR OPENER LOWER ARMS P201A	420 \$	403.20
	ROBOT P200 1400mm STANDARD	193 \$	401.44
	ROBOT IRB5402	118 \$	401.20
	ROBOT RPE	151 \$	385.05
	SEAT SAVER - SOARING	108 \$	383.40
	RAIL BASE UPPER ARM P20iA	199 \$	368.15

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IONIA GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE - continued

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	SHIRT,SCRUB,WOMENS,RELAXED FIT STYLE-all colors	34	\$ 356.40
	SEAT SAVER - PLAID	96	\$ 340.80
	SEAT SAVER - MARY JANE	95	\$ 337.25
	OUTER ARM P251A STANDARD	418	\$ 334.40
	SEAT SAVER-ELEPHANT ROMP	94	\$ 333.70
	PANTS,SCRUB,MENS,TIE.WINE-all sizes	23	\$ 332.00
	HORIZONTAL ARM SHORT	182	\$ 327.60
	PANT,SCRUB,WOMENS,TIE,WINE	26	\$ 313.00
	PANT,SCRUB,MENS,TIE,SPRUCE-all sizes	22	\$ 308.40
	SHIRT,L/S, WORK 2X ORANGE	25	\$ 300.00
	PHOTO EYE CABINET RIGHT LINE 3	96	\$ 292.80
	SEAT SAVER - QUILT	82	\$ 291.10
	FOREARM/UPPER FLEX	226	\$ 271.20
	PANT,SCRUB,MENS.TIE,HEATHER BLUE-all sizes	21	\$ 270.20
	SEAT SAVER-ZEBRA	76	\$ 269.80
	WET BAG-ELEPHANT ROMP	129	\$ 246.00
	PCE BOX/APRON J1YP500	201	\$ 241.20
	LIL' SWIMMER MD ANCHOR	92	\$ 230.00
	PANT,SCRUB,WOMENS,TIE,SPRUCE	19	\$ 224.00
	VERSABELL/WRIST TUBE II-60	396	\$ 217.80
	LIL' SWIMMER LG ANCHOR	86	\$ 215.00
	LIL' SWIMMER LG PAISLEY	86	\$ 215.00
	PANT,SCRUB,WMNS,ELASTIC WAIST,WINE-all sizes	16	\$ 208.00
	LIL' SWIMMER MD PAISLEY	82	\$ 205.00
	LIL' SWIMMER LG CHEVRON	81	\$ 202.50
	LIL' SWIMMER MD DOT	80	\$ 200.00
	LIL' SWIMMER LG DOT	80	\$ 200.00
	PANT,SCRUB,WOMENS,TIE,HEATHER BLUE	15	\$ 198.00
	LIL' SWIMMER LG WHALES	79	\$ 197.50
	SMART BOTTOMS BOOSTER LARGE 2/PK	94	\$ 195.52
	SHIRT,SCRUB,MENS,S/S,SPRUCE=all sizes	12	\$ 195.00
	SHIRT,SCRUB,MENS,S/S,WINE-all sizes	12	\$ 195.00
	SMART BOTTOM WET BAG-PLAID	94	\$ 192.70
	WET BAG-QUILTED	93	\$ 190.65
	WET BAG - HEDGE HOG	93	\$ 190.65
	LIL' SWIMMER MD WHALES	76	\$ 190.00

MICHIGAN STATE INDUSTRIES

Michigan Department of Corrections

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IONIA GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE - continued

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	RAIL BASE/UPPER ARM P20iA	100	\$ 190.00
	SMART BOTTOM WET BAG-ZOO	92	\$ 188.60
	WET BAG - TRACTORS	92	\$ 188.60
	LIL' SWIMMER MD CHEVRON	75	\$ 187.50
	SMART BOTTOMS BOOSTER SMALL 2/PK	88	\$ 183.04
	FOREARM IRB5500 CLEAR COAT	199	\$ 179.10
	SMART BOTTOMS WIPES 5PK	75	\$ 150.00
	WET BAG TIES	72	\$ 147.60
	LIL' SWIMMER SM PAISLEY	57	\$ 142.50
	JACKET,HEALTH CARE,WOMENS, HEATHER BLUE	8	\$ 142.00
	PANT,SCRUB,WMNS,ELASTIC WAST,HEATHER BU-all siz	11	\$ 140.00
	LIL' SWIMMER SM ANCHOR	56	\$ 140.00
	LIL' SWIMMER SM WHALES	55	\$ 137.50
	WET BAG - CHEVRON	66	\$ 135.30
	ROBOT BODY	99	\$ 133.65
	RAIL BSE RPE	109	\$ 130.80
	LIL' SWIMMER SM DOT	51	\$ 127.50
	LIL' SWIMMER SM CHEVRON	50	\$ 125.00
	JACKET,HEALTH CARE,WOMENS, SPRUCE	7	\$ 122.00
	WET BAG, DOUBLE MARY JANE	55	\$ 112.75
	WET BAG-PAISLEY	53	\$ 108.65
	SHIRT,SCRUB,MENS,S/S,HEATHER BLUE-all	6	\$ 108.00
	WET BAG-ZEBRA	50	\$ 102.50
	PANT,SCRUB,WMNS,ELASTIC WAIST,SPRUCE-all size	8	\$ 102.00
	SMART BOTTOM WET BAG-PLANE	48	\$ 98.40
	WET BAG-WHALES	48	\$ 98.40
	SMART BOTTOM WET BAG-COWBOY	47	\$ 96.35
	WET BAG, DOUBLE MONSTER	47	\$ 96.35
	WET BAG - BICYCLES	47	\$ 96.35
	ROBOT BODY PAINTER	56	\$ 95.20
	WET BAG, DOUBLE WOODLAND FRIENDS	45	\$ 92.25
	WET BAG - EYEGLASSES	45	\$ 92.25
	SMART BOTTOMS BOOST SMALL 2/PK	27	\$ 56.16
	STAY DRY LINERS PKG/5	357	\$ 53.55
	SMART BOTTOMS DIAPER LINER SLATE	73	\$ 51.10
	BIB,ADULT,2 SNAP, VELCRO, WHITE	12	\$ 49.20

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Michigan Department of Corrections

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IONIA GARMENT FACTORY ITEMS SOLD RANKED BY REVENUE - continued

<u>Sales Rank</u>	<u>Item Description</u>	<u>Volume</u>	<u>Revenue</u>
	PAIL LINERS-MIDNIGHT BLACK	75	\$ 38.50
	HORIZONTAL CROSS BEAM P500	60	\$ 36.00
	LIL TRAINERS PKG.2 /SMALL	25	\$ 35.00
	LIL TRAINERS PKG. 2/LARGE	25	\$ 35.00
	SHIRT,SCRUB,S/S,MATERNITY-all sizes	2	\$ 28.00
	SMART BOTTOMS DIAPER LINER LINE-ALICIOUS	40	\$ 28.00
	DNU-SMART BOTTOMS WIPES	50	\$ 20.00
	ALL IN ONE - LIMELIGHT	3	\$ 17.85
	SMART BOTTOMS DIAPER LINER BUBBLE GUM	21	\$ 14.70
	LINER CLOUD	20	\$ 14.00
	SMART BOTTOMS DIAPER LINER STORM	20	\$ 14.00
	BORN SMART BOOSTER - 5 PACK	25	\$ 12.50
	SMART BOTTOMS DIAPER LINER MARSHMALLOW	16	\$ 11.20
	WET/DRY BAG - MARY JANE	1	\$ 4.85
	HANGING DIAPER PAIL - PLAID	1	\$ 2.40
	SMART BOTTOM WET BAG-POLKA DOTS	1	\$ 2.05
	WREATH HANGER COVER-PLAID & MARY JANE	2	\$ 0.90

INDIVIDUAL MICHIGAN STATE INDUSTRIES IONIA GARMENT FACTORY CUSTOMERS

\$ 1,111,964.65 MDOC Correctional Facilities
\$ 76,688.36 TDIC
\$ 23,400.00 DVMA - GRVH
\$ 11,152.66 Smart Bottoms
\$ 3,600.00 MDCH
\$ 2,197.10 Kalamazoo Juvenile Facility
\$ 565.12 MSI
\$ 449.75 LCC
\$ 49.20 Christ Centered Homes
\$ 27.35 The Church of Jesus Christ of Latter Day Saints
\$ 300.00 Tri-Cap
\$ 114.75 Midnight Crew LLC

MICHIGAN STATE INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Ionia Garment Factory - Ionia Correctional Facility, Ionia

	<u>Income Statement</u>
General Sales	\$ 1,229,066
Transfers	\$ 565
Sales Returns & Allowances	\$ -
NET SALES & TRANSFERS	<u>\$ 1,229,631</u>
Prime Expenses:	
Direct Materials	\$ 607,302
Direct Prisoner Labor	\$ 45,486
TOTAL PRIME EXPENSES	<u>\$ 652,788</u>
Overhead Expenses:	
Indirect Prisoner Labor	\$ 20,442
Heat, Light & Power	\$ 49,249
Maintenance of Assets	\$ 5,557
Equipment less than \$1,000	\$ -
Inventory Adjustments	\$ (6,788)
Building Depreciation	\$ 27,040
Equipment Depreciation	\$ 35,297
Other Manufacturing Expenses	\$ 41,709
Factory Supervision	\$ 363,382
TOTAL MANUFACTURING EXPENSES	<u>\$ 535,887</u>
Total Cost of Goods Sold	<u>\$ 1,188,675</u>
Gross Margin	\$ 40,956
Selling & Administrative Expenses:	
Selling Expenses	\$ -
Miscellaneous Expenses	\$ -
Administration Expenses	\$ -
TOTAL SELLING & ADMIN EXPENSES	<u>\$ -</u>
Miscellaneous Revenues	\$ 23
Gain (loss) from Discontinued Operations	<u>\$ -</u>
NET MARGIN	<u>\$ 40,979</u>
RAW MATERIALS INVENTORY	\$ 162,059
WORK IN PROCESS INVENTORY	\$ -
FINISHED GOODS INVENTORY	<u>\$ 142,190</u>
	<u>\$ 304,250</u>

MICHIGAN PRISON INDUSTRIES
SUMMARY OF OPERATIONS
FY 2014

Administrative Overhead Expenses

FY2014

Selling & Distribution Expense:

Motor Transport	\$	426,592
Building & Equipment Loss	\$	-
Utilities	\$	9,625
Depreciation	\$	5,309
Other Distribution Cost	\$	30,440

Non-Payroll Distribution Costs \$ 471,966

Salaries & Wages	\$	293,383
Civilian Overtime	\$	3,392
Longevity & Insurance	\$	63,359
Retirement	\$	180,944

Sales/Customer Service S & W \$ 541,078

Salaries & Wages	\$	341,640
Civilian Overtime	\$	24,270
Longevity & Insurance	\$	100,450
Retirement	\$	235,204

Truck Drivers/Distribution S&W \$ 701,571

TOTAL Selling & Distribution Expense \$ 1,714,614

Administrative Expenses:

DIT/Main Civil Service/OAG Charges	\$	478,564
Building Lease	\$	-
Motor Transport	\$	9,019
Other Professional Fees	\$	316,497
Other Administrative Costs	\$	25,897

Non-payroll Administrative costs \$ 829,976

Salaries & Wages	\$	520,535
Civilian Overtime	\$	1,131
Longevity & Insurance	\$	111,673
Retirement	\$	321,328
Change in Comp/Pension Policy	\$	(361,682)
Restatement of Beginning Fund Balance	\$	-

Administrative S&W \$ 592,985

TOTAL Administrative Expenses \$ 1,422,962

TOTAL SELLING, DIST & ADMIN EXPENSES \$ 3,137,576

Miscellaneous Revenues-Cost Offsets \$ 130,326

Net Selling, Dist & Admin Expenses \$ 3,007,250

RAW MATERIALS INVENTORY	\$	-
WORK IN PROCESS INVENTORY	\$	-
FINISHED GOODS INVENTORY	\$	609,565
(In Uniform Warehouse)		

MICHIGAN PRISON INDUSTRIES
Michigan Department of Corrections
SUMMARY OF OPERATIONS
FY 2014

Statement of Net Assets

ASSETS

Current Assets:

Equity in state common cash	\$ -
Accounts receivable	\$ 358,245
Inventories	\$ 7,530,840
Subtotal	<u>\$ 7,889,085</u>

Capital Assets:

Buildings & equipment	\$ 28,369,609
Allowance for depreciation	\$ (15,624,720)
Construction in progress	\$ -
Subtotal	<u>\$ 12,744,889</u>

TOTAL ASSETS \$ 20,633,974

LIABILITIES

Current Liabilities:

Warrants outstanding	\$ 26,376
Accounts payable	\$ 1,085,977
Amounts due to other funds	\$ 6,691,096
Interest Payable	\$ 2,150,274
Current portion of long-term obligations	\$ 465,776
Subtotal	<u>\$ 10,419,499</u>

Long-Term Liabilities:

Advance from the general fund	\$ 2,702,462
Amounts due to other funds	\$ 2,234
Compensated absences-long-term	\$ 226,632
Subtotal	<u>\$ 2,931,328</u>

TOTAL LIABILITIES \$ 13,350,827

NET ASSETS

Investments in capital assets	\$ 12,744,889
Retained earnings	<u>\$ (5,461,741)</u>

TOTAL NET ASSETS \$ 7,283,148