



Have You Heard...?

Fall 2022

Georgia Correctional Industries

REHABILITATION THROUGH INNOVATION



Tag Plant Staff



Food Distribution Unit



Print Plant Staff



Joe Kennedy Farm Staff



Central Textile Plant Staff



Sign Plant Staff



Optical Plant Staff

Positively impacting the lives of all Georgians.

ENVISION

- Visualize Goals
- Identify Opportunities
- Plan for Success

ENGAGE

- Empower Ownership
- Ignite Motivation
- Embrace the Mission

EXCEL

- Lead by Example
- Maximize Potential
- Surpass Expectation

Our Mission

Committed to developing offenders' job skills needed for successful reentry into society, while providing quality products and services for our customers through Manufacturing, Food Service and Agribusiness Operations.

FOCUS CORNER: Quality Assurance across all operations

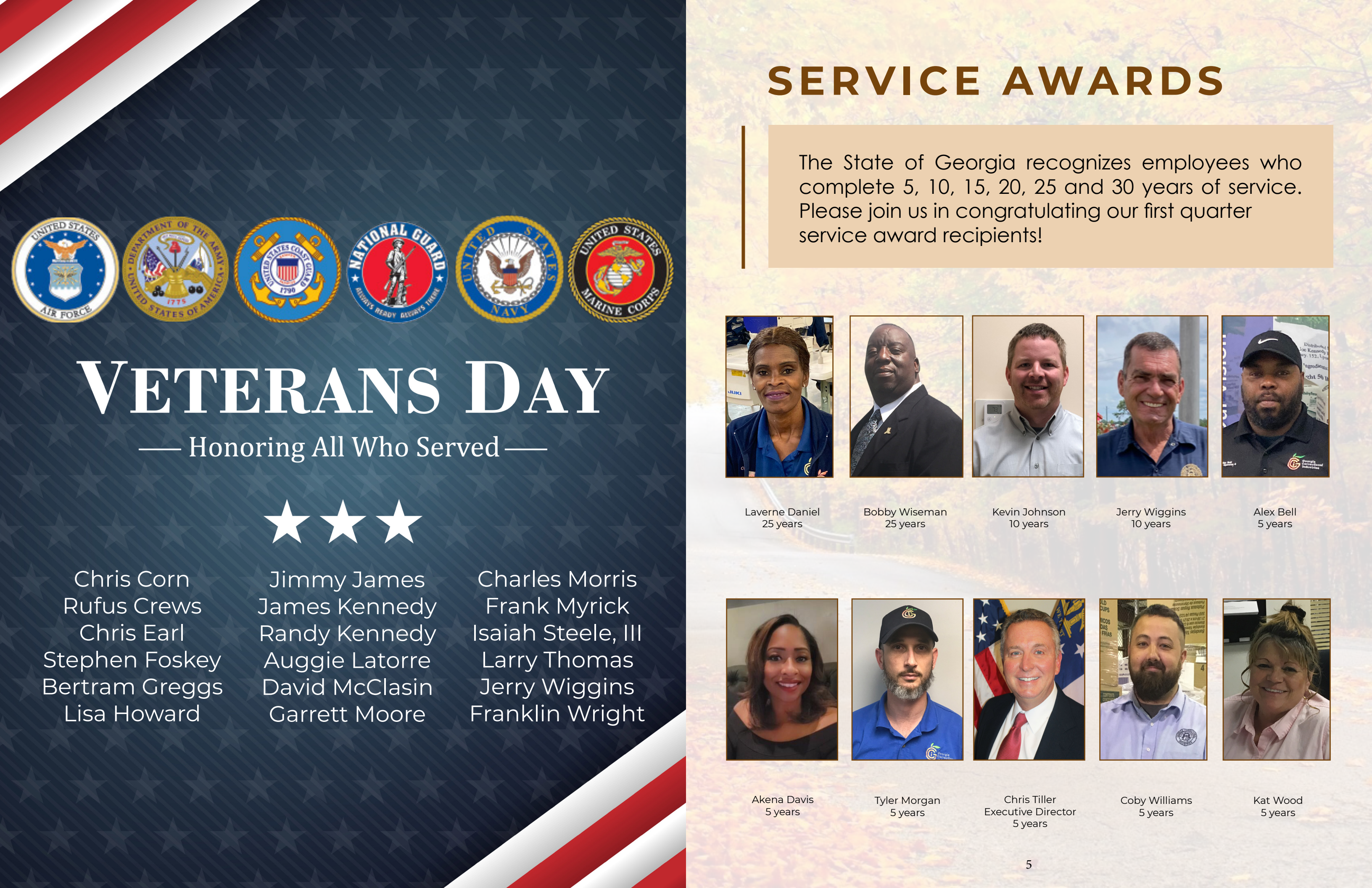


1. Ensure continuous improved processes are implemented and followed.
2. Follow the established plan of execution, communicate changes with the entire team and document the new process.
3. Develop a checklist of key information needed for each plant to be utilized for all projects.
4. Establish process improvement team to review Return Authorizations (RAs) and Credits quarterly.

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VETERANS DAY

— Honoring All Who Served —



Chris Corn
Rufus Crews
Chris Earl
Stephen Foskey
Bertram Gregggs
Lisa Howard

Jimmy James
James Kennedy
Randy Kennedy
Auggie Latorre
David McClasin
Garrett Moore

Charles Morris
Frank Myrick
Isaiah Steele, III
Larry Thomas
Jerry Wiggins
Franklin Wright

SERVICE AWARDS

The State of Georgia recognizes employees who complete 5, 10, 15, 20, 25 and 30 years of service. Please join us in congratulating our first quarter service award recipients!



Laverne Daniel
25 years



Bobby Wiseman
25 years



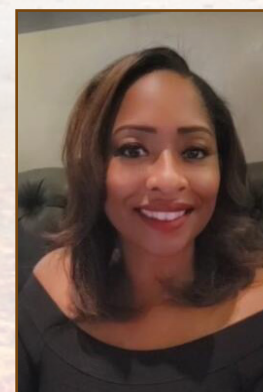
Kevin Johnson
10 years



Jerry Wiggins
10 years



Alex Bell
5 years



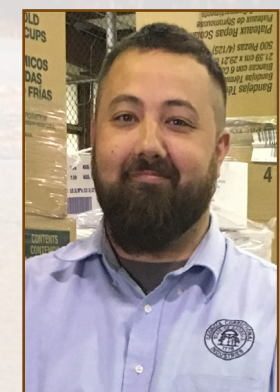
Akena Davis
5 years



Tyler Morgan
5 years



Chris Tiller
Executive Director
5 years



Coby Williams
5 years



Kat Wood
5 years

MEET THE SALES STAFF



“The Sales Team is a dynamic group of sales professionals helping GCI clients.”

The Sales Team is a dynamic group of sales professionals helping GCI clients. The sales staff helps clients solve problems, helping them get the best value, and assist with solving complex problems with customized solutions. During the Covid pandemic, the sales deal was instrumental in redirecting our product offerings by adding personal protection equipment, polycarbonate shields, custom items, and helping explain our wide assortment of products. Although the state has not fully recovered, and many of our clients are downsizing offices and moving to mobile workforces, the sales revenues have almost recovered to pre-pandemic levels.

Here is our talented Sales Staff:

Jerry Dunson, Outside Sales Representative

Jerry was in the printing industry before joining GCI. Jerry is the longest-tenured salesperson at GCI, and he focuses on building sales in print solutions. Jerry has started to sell sign solutions in the past year and is increasing his sales in this area. Jerry has been our top recruiter of P.I.E.C.P. (Prison Industry Enhancement Certification Program) clients, generating new revenue from private sector clients. Jerry has been able to solve print challenges by adapting to the older equipment or breakdowns. His “CAN-DO” attitude has helped GCI remain a major print solution for state agencies.

Kevin Johnson, Outside Sales Representative

He joined GCI from the automotive industry over ten years ago. Kevin has been the most successful salesperson for many years. Kevin had also been a Cobb County firefighter and a volunteer firefighter for a long time. Kevin’s ability to solve client problems has enabled GCI to build new products, offer superior value, and produce creative items. Kevin covers most of the metro Atlanta area and the Northwest part of Georgia. With ten years of experience, Kevin has developed the widest base of products, solutions, and customer relationships.

Auggie Latorre, Outside Sales Representative

Auggie joined GCI with a diverse professional background. Before GCI, Auggie was the Operations Manager for a small hospital group in Alabama. He is a retired police officer and an Army veteran. Auggie is responsible for supporting customers in the Northeast part of Georgia.

Anthony McKee, Outside Sales Representative

Anthony (also known as “Tony”) joined GCI from the Automotive Industry. Anthony’s ability to remember odd facts and supportive information while speaking to a client is an event. Anthony has greatly increased sales from the Southwest part of Georgia through large calling campaigns and customer visits.



Sales Team (l-r): Jerry Dunson, Auggie Latorre, Anthony McKee, Terrin Sampey, Tina Miller, Kevin Johnson, Wanda Sigler, Dan Fagan (Sales and Marketing Director), and Zandria Samuel.



GCI Sales finished fiscal year 2022 at 113% of the forecast.



During fiscal year 2022, GCI sold over \$150,000 of new products.



Sales Representative, Kevin Johnson sold over \$500,000 in traffic signs to City of Atlanta.

Tina Miller, Customer Service Representative

Tina joined GCI after many years with the Department of Driver Services. She has been a wonderful addition to our team. Her cheerful and friendly demeanor is a big help in working with challenging customers on the phone or through email.

Terrin Sampey, Marketing Specialist

Terrin joined GCI after working with the Louisiana Department of Corrections Public Relation team. She brings a wealth of knowledge in marketing and customer response. Terrin is a talented graphic artist, and she has played a key part in upgrading our customer communications.

Zandria Samuel, Outside Sales Representative

Zandria joined GCI from the hospitality industry. Her experience has greatly helped GCI restore customer confidence in our sign business. In her first year as a salesperson, she far exceeded all expectations. Zandria has worked very hard to build customer confidence. She covers the Southeast part of Georgia.

Wanda Sigler, Customer Service Lead

Before joining GCI, she worked for a law enforcement agency in Virginia. After two years in our Food Service Division, Wanda transferred to our sales department where she supports all the sales representatives with sign pricing and art development. Her superior communication skills create a high level of understanding with GCI clients and the sales team.

“Why I Work At GCI”



Joshua Calloway, Farm Operations Manager 2

My passion for agriculture began at a young age while helping my father and grandfather work their farm. I was taught to run farm equipment and feed cattle before I could even drive. As I grew older, I learned the value of the hard work and perseverance it takes to survive the field of agriculture. Love for land and animals has been ingrained into me through generations of farmers. My appreciation for these practices has only grown with my experience in Agribusiness.



Anthony Powell, Farm Operations Manager

Growing up in rural southeast Georgia, agriculture was a part of my daily upbringing from an early age. My family grew gardens, raised livestock and worked on farms. As I grew, I was able to help and learn to do the work as well. These agricultural skills I learned from watching my family, were something I would eventually bring to my job as Farm Manager for Montgomery State Egg Facility. Not only do I oversee the production of nearly 2.5 million eggs a year, I also oversee some livestock as well. I enjoy my work with the agricultural side of Georgia Correctional Industries. I am able to use my background and contribute to providing the state and our customers with quality fresh eggs.

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COMMUNITY INVOLVEMENT



On September 10, 2022, Joe Kennedy Farm participated in the Annual Youth Dove Hunt in Lyons, Georgia.

GCI and the Department of Natural Resources work together each year to host this hunt on the second Saturday every September. This year, we had a tremendous turn out with over 40 youth and parents arriving for the hunt. The event started at the JKF guesthouse where the Tattnall-Evans Limbhangers prepared our meal.

After the meal, DNR representatives presented a safety talk to the entire group regarding hunting safety regulations and firearm safety to all participating in the hunt. Once the meal and safety talk were concluded, the youth and their parents headed for the field to begin their hunt. The hunt was concluded at 6:30 p.m. There were plenty of dove and everyone had a great time. It is always good to see young people enjoy the outdoors and especially with their family.





Everyday HERO



Kevin Johnson
Outside Sales Representative

What can I say about Kevin other than he is nothing short of AMAZING! When I first started working with GCI, Kevin came right to me and introduced himself and let me know that if there was anything he could do to help me just ask and he would help and he still is today. Kevin has been a joy to work with. He is kind, funny and has so much knowledge that he is willing to share with anyone who asks at the drop of a dime. As a newer sales rep, I have benefited from listening to Kevin speak with customers and watching his approach with custom projects or difficulties. We always say that Kevin has a wealth of knowledge and we definitely pick his brain for some of the golden tidbits that he has. Whether we are in the office or working at a show, Kevin is a positive GCI Everyday Hero and wears it so well. Thank you for all you do Kevin!!

- Zan Samuel, Sales Representative



Joe Langston
Walker Plant Manager

Joe has been super responsive to GDC for hardening projects throughout the state. Joe determines the project scope and works with Customer Service to quickly get quotes or orders into our production queue. His relationship with the GDC engineering staff exemplifies how to build value for each client. Joe's plant has consistently performed above forecast, and the level of quality is unsurpassed.

Throughout my life I have been passionate about doing what's right and giving back. GCI allows me to assist with helping people feel confident that after prison, all people will not judge you for the person you were, but who you are now and who you will become. That's GCI "Envision, Engage and Excel".

- Dan Fagan, Director of Sales and Marketing



Trevor Robinson
State Dietitian

Trevor serves as the State Dietitian where he juggles many different projects at the same time. He has been instrumental in establishing the AEP Program where we serve the offenders meals that are free from animal by-products. Trevor travels all over the state where he completes institution assessments to ensure the Food Service division is following the master menu. Trevor oversees the menu planning for our six contract institutions. He tested all new items that were added to the new menu. The new menu items implemented on the master menu have been a great success and received great reviews. Trevor is a valuable team member.

- Bobby Wiseman, Deputy Director of Food Service



Gary Russell
Telfair Plant Manager

Gary and his production team completed a SUPER fast turnaround on an order for the GEO-Riverbend facility for mattresses. Gary and his team completed 80 mattresses in less than a week and solved a critical need for the GEO facility.

The customer was VERY pleased, and our efforts ensured offenders would not have to sleep on steel cots. The facility has told GCI they will encourage other GEO sites to order from GCI.

- Dan Fagan, Director of Sales and Marketing



Wanda Sigler
Customer Service Lead

I would like to nominate *The Wanda Sigler, Sign Sales Representative Extraordinaire*. Complex signs, demanding customers, detailed orders, and trying sales reps all together can make for a busy day for Wanda. She always meets those challenges with grace, kindness and organization. She has been instrumental in the continued growth that the GCI sign plant has been experiencing. She has also worked tirelessly on the \$500k sale to the City of Atlanta project making sure they got the signs they required. She has continued to follow up with Atlanta to maintain and grow that relationship. She has also been amazing as GCI finalizes its renewed partnership with Georgia State Patrol and their returning back to GCI to provide them vehicle decals for their fleet. Thank you Wanda for what you do and the kindness, dedication, and calmness you bring to GCI.

- Kevin Johnson, Sales Representative

"With an operation as big as ours, sometimes random acts of kindness may go unnoticed. We want to highlight and recognize employees for random acts of kindness, great qualities and employee excellence."

SCCP HIGHLIGHTS



Donuts and Coffee



Taco Bowl



Spaghetti Dinner



"Pop Up" Pizza Plate



Breast Cancer Awareness Walk



Bake Sale



Team Spirit



Breast Cancer Awareness Walk



Costume Contest



Fish Fry

FAREWELL TO OUR RETIREES



Barry Cammack

Barry began his career with GCI in 2004 at Rogers Farm as a Farm and Livestock Supervisor. After working in that position, he was transferred to our Row Crop operation where he spent 10 years overseeing the division at Rogers Farm. In 2016, Barry was promoted to Farm Manager of the Fresh Vegetable division where he held four consecutive years of production growth.

Barry treated his job with GCI as if he owned the division. He was careful in his planning as well as very conscientious of succeeding at his job duties. Barry will be greatly missed at GCI by all staff. He was a leader for all of us, and he assisted in keeping the operation going strong. Trustworthy, kind, considerate, dependable, and professional are just some of the traits Barry demonstrated while working at Rogers Farm. I want to thank Barry for his time spent with GCI over his 18 year career. Thank you, Barry, for all your 18 years of service to GCI. Please enjoy your family and the great outdoors.

- James Rogers, Deputy Director of Agribusiness



Nicole Gaultney

Nicole began her state career with Georgia Department of Corrections (GDC) in 1994 as a Secretary at Dooly State Prison. She was promoted to a Personnel Tech in 1999 in Human Resources at Dooly State Prison. She served in that role until she received a promotion/transfer to Personnel Tech 2 at Central Human Resources in 2012. In 2014, Nicole transferred to GCI/Colony Farm as a Personnel Representative. She held that position until she transferred to GDC Human Resources/Rogers State Prison/Farm Ops 2016 as a HR Tech 3. Nicole held that position until she retired in September.

In retirement, Nicole plans to cruise the Caribbean and other places along with spending time with her grandchildren and family. Nicole will be missed with her vast knowledge of Human Resources and State Government. We wish her nothing but the BEST in her new role as a Retiree.

- Tawanda Anderson, Human Resources Manager



Marian King

Marian began her career at GCI in 1998 at the Garment Plant at Hancock State Prison. In 1999, she was promoted to Supervisor 1, and in 2000, she was promoted to Supervisor 2 where she remained the majority of her career. In April, Marian moved to Washington Garment Plant as a Plant Supervisor 2 and maintained this position until her retirement in July. Marion spent over 20 years serving the State of Georgia.

In retirement, Marian plans to shop, travel, and visit family and friends. She loves going to the mountains and taking train rides through the Tennessee, Georgia and North Carolina mountains.

- Franklin Hatcher, Central Garment Plant

Welcome, New Team Members

“Your Excellence Drives Our Success”



Lashametrie “Shunte” Williams
HR Generalist
Tift (State Offices South)



Cathy Mobley
HR Generalist
Rogers Farm



Brandon Grooms
Farm Manager 1
Rogers Farm
(Promotion)



David Beasley
Plant Supervisor
Rogers Farm
(Promotion)



Cody Anderson
Farm Manager 2
Rogers Farm
(Promotion)



Josh Calloway
Farm Manager 2
Rogers Farm
(Promotion)



Food Service **NEWS**

Food Tips: Keeping Your Family Safe

Avoid Endangering the Safety of Food for the Family



- Keep your home clean
- Protect food from anything that could harm your family
- Follow good habits, such as washing your hands before preparing food
- Stay alert to food safety hazards

Properly Thawing Food to Cook



- In designed refrigeration unit at 5 degrees Celcius (41 degrees Fahrenheit)
- In a microwave oven, if thawing is part of the continuous cooking process
- Submerged under cold, running, potable (drinkable) water at 21 degrees Celsius (70 degrees Fahrenheit) or below

Proper Handwashing



- **WET** - Wet your hands under warm water
- **WASH** - Wash hands with soap for 20 seconds
- **RINSE** - Rinse hands under warm water
- **DRY** - Dry hands. Turn off water with paper towel

Three Ways to Contaminate Food While Cooking



- **Physical Hazards** - hair, glass, finger nails, product packaging
- **Chemical Hazards** - cleaning and sanitizing products, unsuitable containers
- **Biological Hazards** - bacteria, viruses, parasites, naturally occurring chemicals in some fungi, plants, fish and shellfish



NEW SEAMERS AT THE CANNING PLANT

In the Spring, GCI received two newly refurbished Angelus 53P seamers. The current seamers we were using were over 40 years old. The addition of these seamers will allow the GCI Canning Plant to continue to improve our canning operation. The seamers are a vital part of the operation. After the vegetables are blanched and placed into individual cans, the seamers place and secure the lid on each can as it passes through. These seamers run the cans through at a rate of approximately 60 cans per minute. The seam is a critical step in ensuring the can is properly sealed and ready for the sterile cooking process. The cans are sealed and then placed in one of our 10 vertical retorts for the cooking process. Once the can is sealed and cooked, all product inside of the can is sterile and safe for storage.

In addition to the introduction of the new seamers, GCI also received a new LYCO Blancher. This blancher preheats the vegetables prior to placing the product in the cans for the sealing and cooking process. This allows the product to be pre-

cooked prior to the cooking and sterilization process which is performed in our 10 vertical retorts.

These two additions to our canning operation have been a tremendous improvement to our operation. It has allowed GCI to improve the quality and safety of the canned good products we distribute throughout the state. GCI cans carrots, Irish potatoes, sweet potatoes, kale, turnips, and collards. These canned goods are shipped to FDU in Milledgeville where they are shipped to individual state prisons throughout the state. The canned product is placed in individually labeled cases as they are canned (six #10 cans per case). The Food Service division creates an annual forecast for the estimated usage of each product. All of these products are grown at Rogers Farm in Reidsville, Georgia and delivered fresh from the field to our canning facility. By growing the product on the farm, it allows for all vegetables to be harvested and placed in the cans on the same day ensuring a fresh product.

HAVE YOU HEARD?



CHANDRA FUSSELL & P.I.E. PROGRAM MAKING STRIDES

In July, Chandra Fussell, GCI Coordinator for The Prison Enhancement Certification Program (PIECP) was invited to speak at the GCI/GDC Annual Human Resources Conference held in Savannah, Georgia. She shared that PIECP is an offender employment program that enables offenders to repay their debt to society, reduce incarceration costs, and prepare for release with improved employment prospects. In the process, PIECP supports victims’ families, decreases recidivism, produces products and tax income for local economies, and uses free-market principles and private-sector participation to improve efficiency in the corrections industry.

Ms. Fussell invited the audience to partner with the GCI/PIECP program. The GCI/PIECP program is “Building Momentum” by reaffirming offender relationships and building new relationships with the community through coordinated efforts.



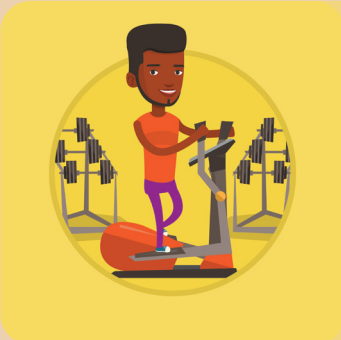
GCI SALES TEAM ATTENDS THE 2022 FISCAL MANAGEMENT COUNCIL CONFERENCE

The 2022 Fiscal Management Show was nothing short of a success. The Annual conference was held in Athens, Georgia at the University of Georgia Center for Continuing Education. Kevin Johnson and Zandria Samuel were able to meet many of the accounting staff from various agencies that do business with GCI from across the state.

We displayed our ADA table with the sit to stand option that everyone was interested in. Our exhibition looked great and was truly eye catching and conversation provoking. It is always a great feeling to show our products while explaining our mission and goals to those who are unaware of what GCI does!

Pictured left is a raffle winner of one of custom wooden bowls from Dodge Wood Plant.

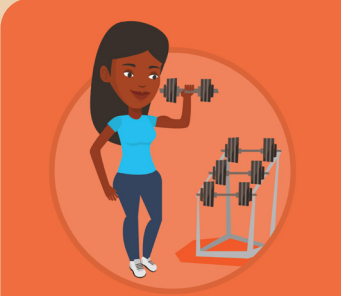
WHAT’S YOUR MOVE?



EXERCISING ALONE WILL NOT MAKE-UP FOR BAD DIET CHOICES.

Did you know, on average, 1-hour of walking at a moderate pace (3-5 MPH) will burn 275 kcal! Let’s put this into perspective. Take a look to see how this is compared to some popular food items.

MCDONALD’S BIG MAC (NO SIDES)
540 KCAL = 2 HOURS OF EXERCISE



STARBUCKS 12 OZ. PUMPKIN SPICE LATTE
300 KCAL = 1.25 HOURS OF EXERCISE

DUNKIN DONUTS GLAZED DOUNUT
260 KCAL = 1 HOUR OF EXERCISE



To best maintain your weight, balance the calories you take in with the calories you burn through physical activity.

