



# ANNUAL REPORT FY2024





# LETTER FROM THE DOC DIRECTOR

## Beth Skinner

It's the mission of the Iowa Department of Corrections to provide incarcerated individuals with valuable opportunities to advance and successfully reenter society. Iowa Prison Industries continues to play a vital role in providing these opportunities and assisting the DOC in our mission.

One of the most important statistics that truly shows the impact of the Iowa DOC is the state's recidivism rate. Recidivism is defined as the return to prison within three years, and in recent years, Iowa has seen this figure on the decline. The recidivism rate did see a minor increase from last year, reporting at 35.8% for the 2024 fiscal year, however we are confident that we will continue to see this figure trend downwards as we continue our efforts to set incarcerated individuals up for success.

In addition to reducing the state's recidivism rate, another benefit we see from IPI's operations is the reduction of the cost of incarceration. This reduction in cost is seen in many ways, including the fact that incarcerated individuals in the IPI job training program must maintain good behavior to keep their positions. IPI is also does not receive any funding from the state, yet returns proceeds right back into the DOC through multiple channels, including Canteen sales, private sector wages, and DOC Mart sales. IPI simultaneously being a self-reliant organization and an important contributor to the DOC makes it an invaluable asset for our state.

I deeply appreciate the IPI leadership and staff for the valuable work and commitment you bring each day. You are truly making a difference in the lives of those all across the State of Iowa.

Sincerely,

**Dr. Beth Skinner, Director**





# LETTER FROM THE IPI DIRECTOR

**Bob Fairfax**

Iowa Prison Industries staff and participants stepped up again in FY2024, as they continue to perform and deliver the results they have provided the Iowa Department of Corrections over close to a century since its existence as a program for the State of Iowa. Consistent results and sustainability have created the hallmark of a great program that is one of the hidden gems in State Government that benefits everyone- The State of Iowa, the Department of Corrections, the participants in our care, and the taxpayers and constituents.

Our program continues to change and re-adjust to the demands of the Department and the trends in the marketplace as well. We know that the Iowa Prison Industries from a few years ago isn't the same, and that each year brings new challenges and opportunities for the program to grow, develop new products and services, and provide value to our customers to maintain the self-funding model that works well for IPI and the Department.

We continue to offer work training opportunities to incarcerated individuals at nine different locations across the State and are always looking for that next "substantial" project or service to train and prepare more for release to society to become successful citizens once again. Again, the program provided close to one million training hours for incarcerated individuals in the Department. Additionally, over the course of the year, more than 500 benefited from the training program options.

Financially, Iowa Prison Industries remains self-sufficient and sustainable, with a minimal increase in sales around 1% at \$26,089,839 vs. \$25,787,470 the previous year- a \$302,269 uptick.

*(continued on next page)*

Additional costs to the program including consistent raw material price increases resulted in a decrease in sustainable income by \$1,148,981 in FY2024. Overall, the program is doing what it is expected to do - provide the training and skill support for the incarcerated individuals and the Department of Corrections at NO cost to the taxpayers of Iowa and the DOC- another successful effort and performance by the team and IPI.

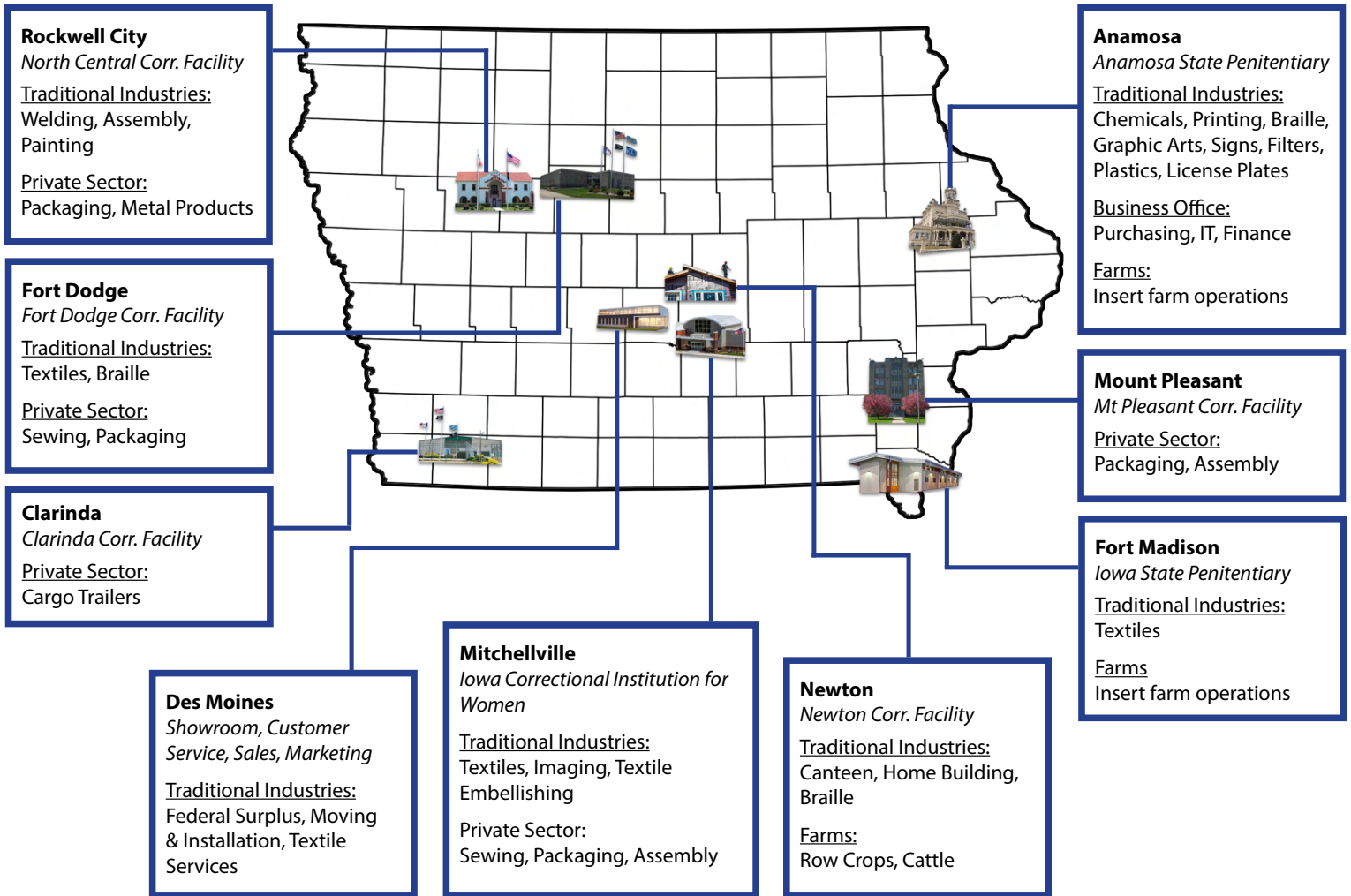
Private sector participants paid over \$1,030,874 in taxes, FICA, and Medicare, \$245,631 in court ordered child and family support, \$2,323,292 in victim compensation and restitution payments, over \$2,000,000 to the State to help with the cost of incarceration, and deposited over \$1,624,000 into their accounts to use for their needs and to prepare for release. All these participants are provided a tremendous opportunity to position themselves to succeed upon reentry to society.

IPI's focus for the future is to develop staff and participants into leaders and problem solvers, to promote a culture of communication and cooperation, to remain financially sustainable, and to develop new opportunities for growth in both traditional and private sectors. These four areas will help IPI continue to change and enhance the culture within the organization and ensure that opportunities continue and grow for all the participants in the program and our staff as well. We will continue to evolve, improve, and perform as we have been known to since our inception.

Once again, the credit goes to the dedicated staff at IPI who work tirelessly to ensure the success and continued growth of the program. I am humbled to be able to work daily with such a fine group of individuals who really CARE about what we do. They are what IPI is all about.

A handwritten signature in blue ink that reads "Bob Fainfox". The signature is written in a cursive, flowing style.

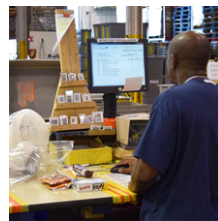
# LOCATIONS & PROGRAMS



Anamosa



Showroom



Newton Canteen



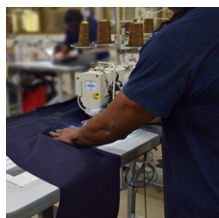
Farms



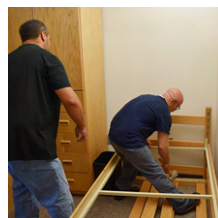
Fort Dodge



Home Building



Fort Madison



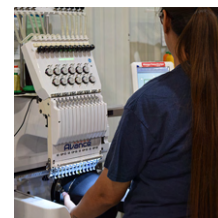
Des Moines Operations



Mount Pleasant



Rockwell City



Mitchellville

# MISSION STATEMENT

A self-sufficient program that positively impacts participant lives, reduces recidivism, and provides valued products and services to our communities.



## IPI VISION

A meaningful work training opportunity to develop utilizable skills for every person.

## VISION & GOALS FOR THE FUTURE

### 1. To develop leaders and problem solvers

- **Our Staff** - Provide increased opportunities for staff to expand their knowledge of shop operations and develop them as leaders
- **Our Incarcerated Individuals** - Provide training and work opportunities to better prepare I/I's for a safe and productive life upon release and reentry into society

### 2. To promote a culture of communication and cooperation

- Improve communication throughout IPI with staff and I/I's while building relationships with all of our stakeholders

### 3. To achieve or exceed financial goals

- Each staff member and I/I will understand how their job impacts IPI's financial success, ensuring that IPI is sustainable for the future

### 4. To develop new opportunities for growth in traditional and private industries

- Continuously develop new programs, products, services and markets for growth in traditional industries and PIE (Private Sector Programs)



# CONTACT INFORMATION

## Sales Office/Showroom

1445 E Grand Ave, Des Moines, IA 50316  
800-332-7922

Ann Baughman | 515-725-8711  
Sales & Marketing Manager

Tammy Nielsen | 515-669-1954  
Private Industries Program Manager

Kevin Peterson | 319-350-8536  
Eastern Iowa Sales & Service

## Customer Service

Chris Hoisington | 515-725-8706  
Counties, State and Federal Government,  
Churches, Non-Profits

Karen Donahue | 515-725-8708  
City Government, Health Care, Colleges &  
Universities

Michele Anderson | 515-725-8709  
K-12 Education, DOC/DHS Institutions, DOT,  
DNR

## Business Office

406 N High Street, Anamosa, IA 52205  
319-462-3706

## Purchasing Office

406 N High Street, Anamosa, IA 52205  
319-462-3706

## IPI Farms

406 N High Street, Anamosa, IA 52205  
319-462-3504 x7708

## IPI Plants

Anamosa: 319-462-3439

Des Moines Operations: 515-266-6913

Fort Dodge: 515-705-7227

Fort Madison: 319-316-7180

Mitchellville: 515-725-5310

Mount Pleasant: 515-385-6693

Newton: 641-791-9242

Rockwell City: 712-297-7717



# IOWA CODE §904.801

## STATEMENT OF INTENT

It is the intent of this division that there be made available to inmates of the state correctional institutions opportunities for work in meaningful job with the following objectives:

1

### **To develop within those inmates willing to accept and persevere in such work:**

- a) Positive attitudes which will enable them to eventually function as law abiding, self-supporting members of the community;
- b) Good work habits that will assist them in eventually securing and holding gainful employment outside the correctional system;
- c) To the extent feasible, marketable skills that can lead directly to gainful employment upon release from a correctional institution.

2

### **To enable those inmates willing to accept and persevere in such work to:**

- a) Provide or assist in providing for their dependents, thus tending to strengthen the inmates' family ties while reducing the likelihood that inmates' families will have to rely upon public assistance for subsistence;
- b) Make restitution, as the opportunity to do so becomes available, to the victims of the offenses for which the inmates were incarcerated, so as to assist the inmates in accepting responsibility for the consequences of their acts;
- c) Make it feasible to require that such inmates pay some portion of the cost of board and maintenance in a correctional institution, in a manner similar to what would be necessary if they were employed in the community;
- d) Accumulate savings so that such inmates will have funds for the necessities upon their eventual return to the community.



# IPI LEADERSHIP TEAM

The IPI Leadership Team ensures that IPI provides meaningful work training for incarcerated men and women in a safe and secure environment, while remaining 100% self-supporting. As with private corporations, IPI leaders must make sure IPI meets our customers' expectations for price, quality, and service. They are also responsible for financial management of IPI, including budgeting, sales analysis, and expense control.



**Ann Pollock**  
*Chief Financial Officer*  
Anamosa



**Ann Pollock**  
*Sales & Marketing Manager*  
Des Moines



**Clint Schmidt**  
*Plant Manager*  
Rockwell City, Mt.  
Pleasant, Ft. Madison,  
Des Moines Operations



**Justin Opfer**  
*Plant Manager*  
Ft. Dodge, Newton  
Canteen, Mitchellville



**Chad Squires**  
*Plant Manager*  
Newton Home Building



**Luke Fowler**  
*Plant Manager*  
Anamosa

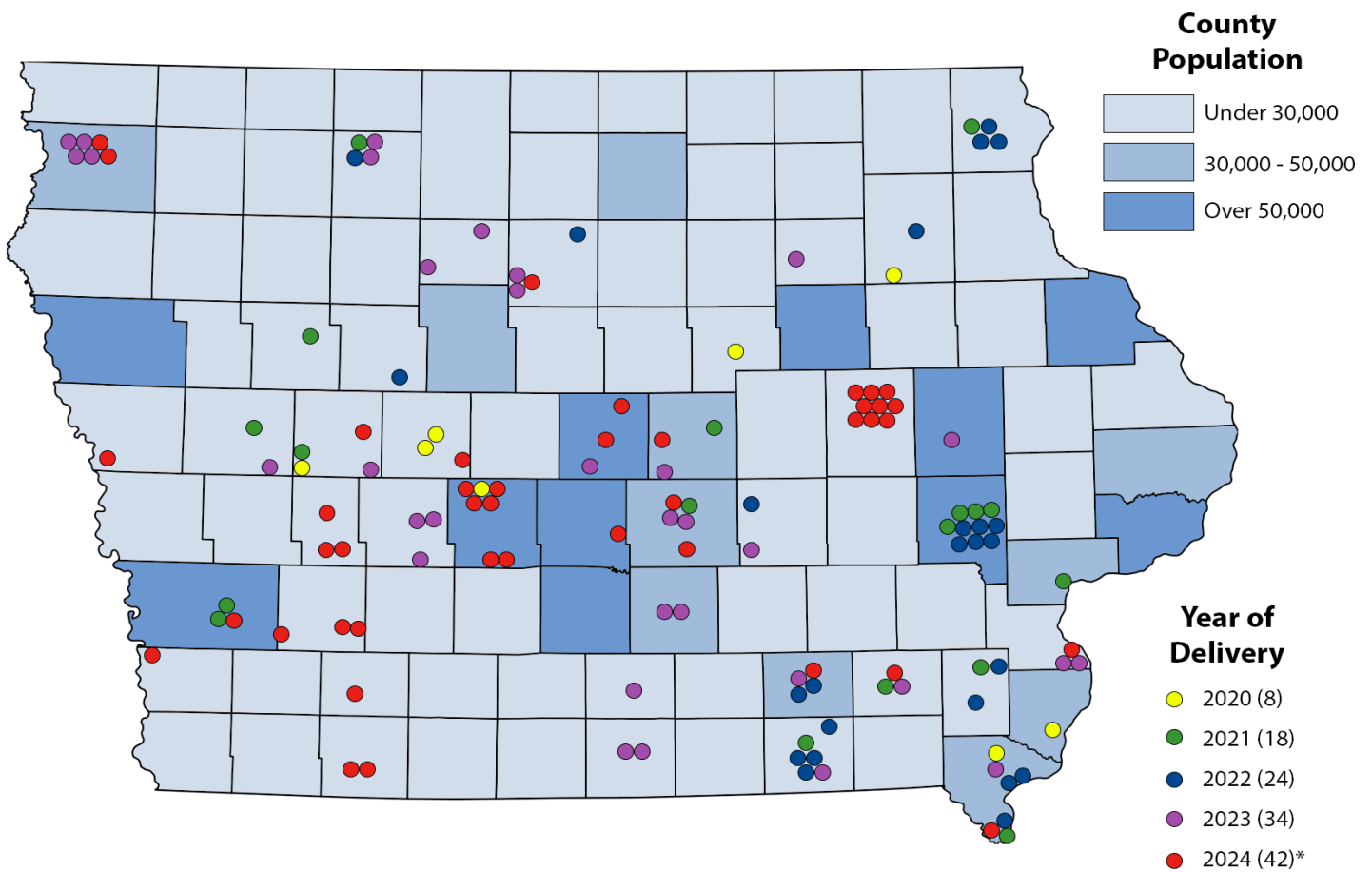


**Mike Lynch**  
*Farms Manager*  
Anamosa

# HOME BUILDING PROGRAM

The IPI Home Building Program is located at the Newton Correctional Facility and builds homes for Homes for Iowa, Inc., a 501(c)(3) organization that aims to address Iowa's housing shortage. The program trains incarcerated individuals in several trades with the goal of reducing recidivism. Construction on the first home began in 2019. The homes are turn-key 2x6 stick-built, with both 3BR 2BA and 2BR 1BA models available in multiple styles.

The incarcerated men training in the Home Building Program are learning skills that are in demand in the construction industry such as framing, drywall, roofing, plumbing, and electrical. They are also able to work towards apprenticeships that are recognized and approved by the Federal Department of Labor's Office of Apprenticeship.



\*Includes pending orders, as of 05/01/2024

# IPI ADVISORY BOARD

The Iowa Prison Industries Advisory Board played a key role in the success of IPI, tasked with approving new business ventures and the overall operating plans of IPI for Traditional Industries, Farms and Private Sector.

As of April 17th, 2024, legislation was passed and took effect that disbanded the IPI Advisory Board.



**Greg Steggerda**  
*Board Chair*  
Orange City



**William Sperfslage**  
*Former DOC Employee*  
*DOC Representative*  
Anamosa



**Ralph Haskins**  
*Parole Board Representative*  
*Iowa Board of Parole*  
West Des Moines



**Jennie Doke-Kerns, Ph.D.**  
*Vocational Education*  
*Representative*  
DMACC  
Des Moines



**Yvette Clausen**  
*Labor Representative*  
*Iowa Vocational Rehabilitation*  
Des Moines



**Jennifer Gardner**  
*Agricultural Representative*  
*Farmer and Teacher*  
Douds



**Norm Hill**  
*Financial Representative*  
*Iowa State University (Retired)*  
Ames

We would like to show our sincere gratitude to all of our IPI Advisory Board members, past and present, for their service and support of Iowa Prison Industries.



# WAGE DISTRIBUTION

## PRIVATE INDUSTRIES

**CY2023\***  
1/1/23 - 12/31/23

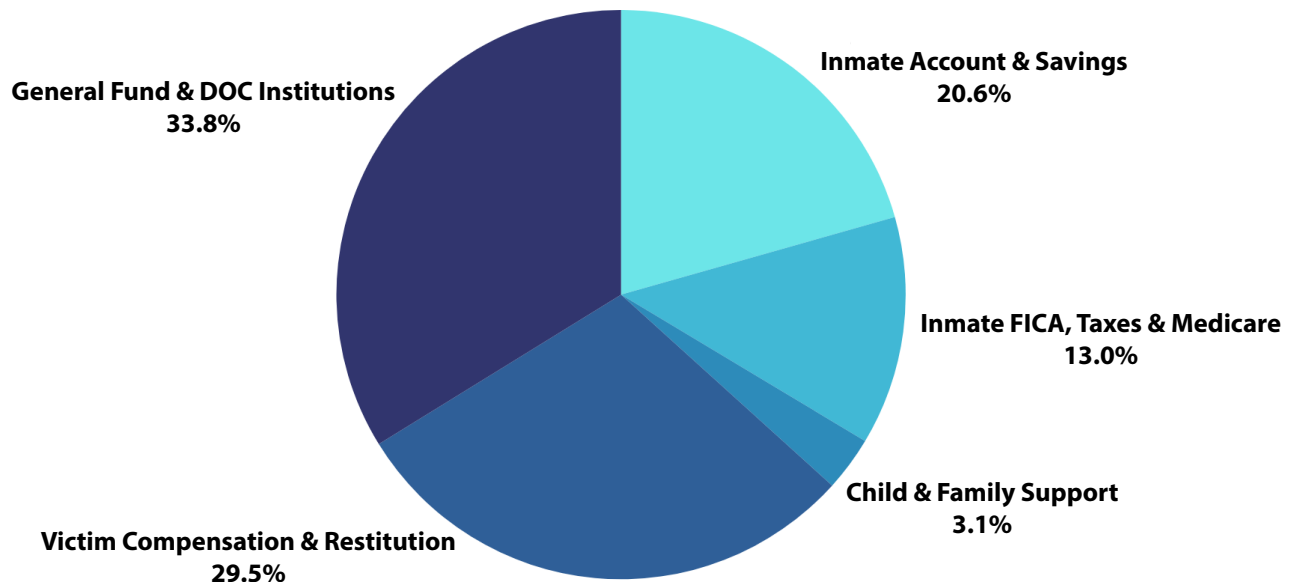
**FY2023**  
7/1/22 - 6/30/23

Inmate Participants	386	379
Gross Wages	\$7,888,455	\$8,479,074
Withholdings for Taxes, FICA & Medicare	1,030,874	1,182,848
Court Ordered Child & Family Support	245,631	266,020
Victim Compensation & Restitution Payments	2,323,292	2,461,993
Returned to Iowa's General Fund & DOC Institutions	2,664,074	2,823,649
Amount Deposited in Inmate Account & Savings	1,624,584	1,744,564

**\*NOTE** - Due to new legislation regarding the reporting of Private Industries wage data, the reporting time frames changed from fiscal year to calendar year.

Future Annual Reports will report wage data exclusively by calendar year.

### Wage Disbursement for Private Sector Industries

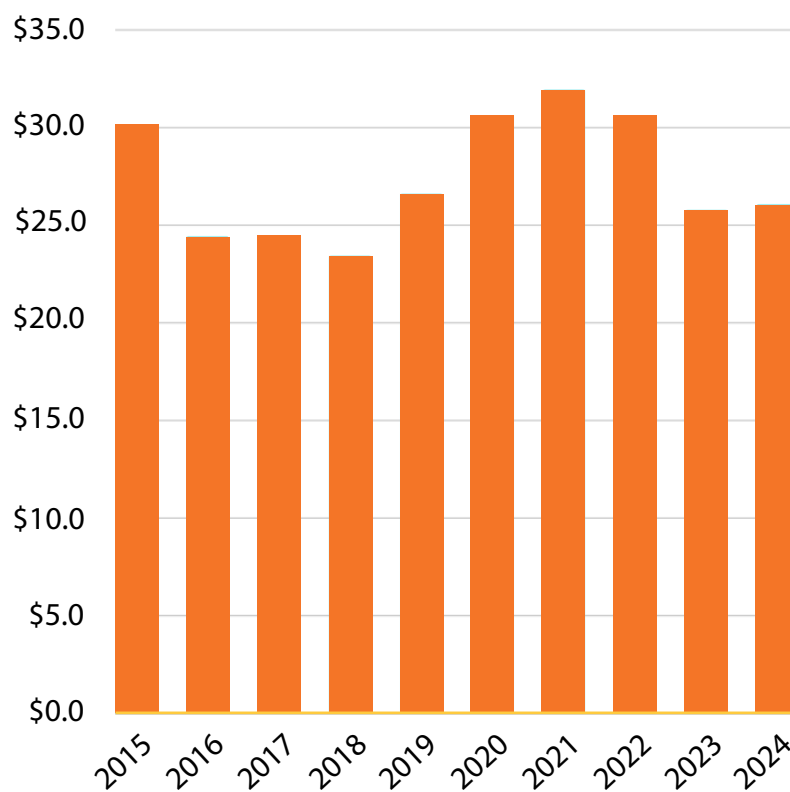


# FINANCIALS

## TRADITIONAL & PRIVATE INDUSTRIES

Income Statement	FY2024	FY2023	Increase/(Decrease)
<b>Sales</b>	\$26,089,839	\$25,787,470	\$302,369
<b>Cost of Goods Sold</b>	23,306,182	23,871,350	(565,168)
<b>Gross Profit</b>	2,783,656	1,916,120	867,536
<b>Operating Expenses</b>	3,504,793	3,627,303	122,510
<b>Net Income from Operations</b>	(721,137)	(1,711,183)	990,046
<b>Other Income (Expense)</b>	2,630,893	4,896,722	(2,265,829)
<b>Canteen Redistribution</b>	264,009	390,811	(126,802)
<b>Net Sustainable Income/(Loss)</b>	<b>\$1,645,747</b>	<b>\$2,794,728</b>	<b>(1,148,981)</b>

Sales for IPI Industries (\$ millions)



# FINANCIALS

## TRADITIONAL & PRIVATE INDUSTRIES

Income Statement	FY2024	FY2023	Increase/(Decrease)
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash	\$10,730,702	\$9,339,153	\$1,391,549
Accounts Receivable & Other	2,255,492	2,873,374	(617,882)
Inventory	6,145,670	5,184,795	960,875
Prepaid Expenses	82,760	50,604	32,156
<b>Total Current Assets</b>	<b>\$19,214,624</b>	<b>\$17,447,925</b>	<b>\$1,766,699</b>
<b>Property, Plant &amp; Equipment</b>			
Land	\$222,666	\$222,666	\$0
Machinery & Equipment	2,903,571	2,868,769	34,802
Buildings	7,072,172	7,380,418	(308,246)
Vehicles	560,689	423,958	136,731
<b>Total PPE</b>	<b>\$10,759,098</b>	<b>\$10,895,812</b>	<b>(\$136,714)</b>
<b>TOTAL ASSETS</b>	<b>\$29,973,722</b>	<b>\$28,343,737</b>	<b>\$1,629,985</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
Accounts Payable	\$578,102	\$539,741	\$38,361
Deferred Revenue	0	0	0
<b>Total Current Liabilities</b>	<b>\$578,102</b>	<b>\$539,741</b>	<b>\$38,361</b>
<b>Long Term Liabilities</b>			
Accrued Vacations Payable	\$602,379	\$564,963	\$37,416
Accrued Sick Leave/Ret Pay	186,518	278,059	(91,541)
<b>Total Long Term Liabilities</b>	<b>\$788,898</b>	<b>\$843,022</b>	<b>(\$54,125)</b>
<b>Total Equity</b>	<b>\$28,606,722</b>	<b>\$26,166,297</b>	<b>\$2,440,425</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$29,973,722</b>	<b>\$28,343,737</b>	<b>\$1,629,985</b>



# FINANCIALS

## FARMS

<b>Income Statement</b>	<b>CY2023</b>	<b>CY2022</b>	<b>Increase/(Decrease)</b>
Revenues & Gain/Loss on Inventory	\$2,221,229	\$2,472,755	(\$251,456)
Total Operating Expenses	2,117,257	2,127,148	(9,890)
Operating Income	104,041	345,608	(241,566)
Other Income/(Expense)	6,197	19,409	(13,211)
<b>Net Sustainable Income/(Loss)</b>	<b>\$110,239</b>	<b>\$365,016</b>	<b>(\$254,777)</b>
<b>Balance Sheet</b>	<b>CY2023</b>	<b>CY2022</b>	<b>Increase/(Decrease)</b>
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash	\$2,110,024	\$1,364,456	\$745,568
Accounts Receivable & Other	1,338,255	1,801,862	(463,607)
<b>Total Current Assets</b>	<b>\$3,448,279</b>	<b>\$3,166,318</b>	<b>\$281,961</b>
<b>Fixed Assets</b>			
Vehicles & Buildings (net)	\$298,218	\$359,826	(\$61,608)
Total Mach/Equip/Purch Breeding Stock	275,671	318,783	(43,112)
<b>Total Fixed Assets</b>	<b>\$573,889</b>	<b>\$678,609</b>	<b>(\$104,720)</b>
<b>Total Other Assets (Land, PPE, &amp; Other)</b>	<b>\$618,862</b>	<b>\$660,330</b>	<b>(\$41,468)</b>
<b>TOTAL ASSETS</b>	<b>\$4,641,030</b>	<b>\$4,505,257</b>	<b>\$135,773</b>
<b>LIABILITIES &amp; EQUITY</b>			
Total Current Liabilities	\$161,235	\$131,538	\$29,697
Total Long Term Liabilities	44,083	48,245	(4,163)
<b>Total Liabilities</b>	<b>\$205,318</b>	<b>\$179,784</b>	<b>\$25,534</b>
<b>Total Equity</b>	<b>\$4,435,712</b>	<b>\$4,325,473</b>	<b>\$110,239</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$4,641,030</b>	<b>\$4,505,257</b>	<b>\$135,773</b>

# WORK TRAINING HOURS

## TRADITIONAL

	FY2024	FY2023	Increase/(Decrease)
Total Hours Worked	603,631	611,965	(8,334)
Inmates Employed (FTE)	290.2	294.2	(4)

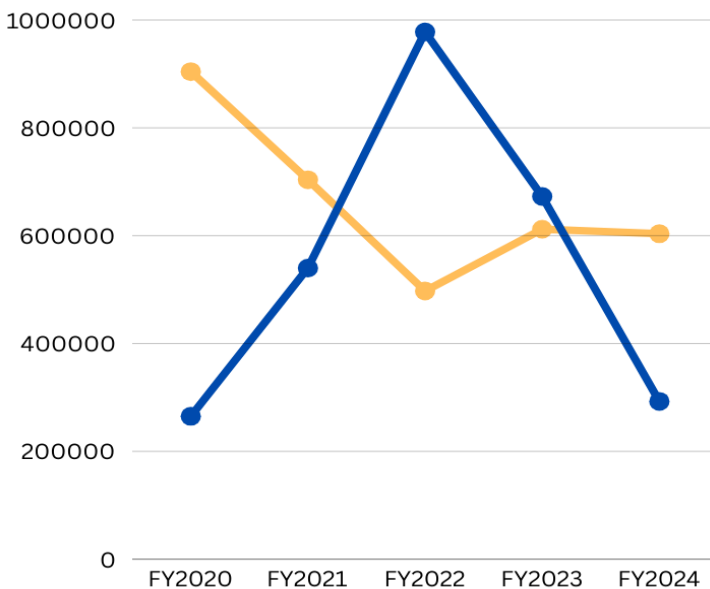
## PRIVATE

	FY2024	FY2023	Increase/(Decrease)
Total Hours Worked	292,699	672,688	(379,989)
Inmates Employed (FTE)	140.7	323.4	(182.7)

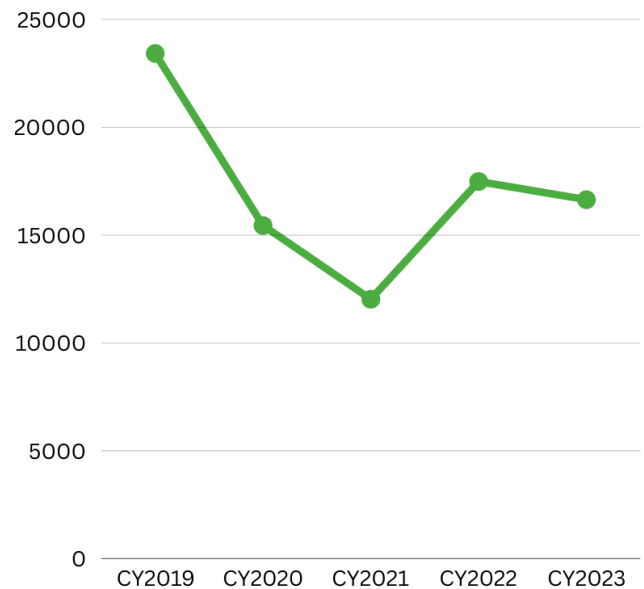
## FARMS

	CY2023	CY2022	Increase/(Decrease)
Total Hours Worked	16,646	17,488	(842)
Inmates Employed (FTE)	8.4	8.66	(0.26)

Total Hours Worked (Private & Traditional)



Total Hours Worked (Farms)



# PRODUCTS & SERVICES



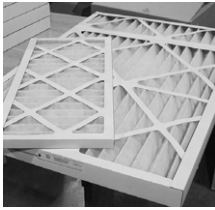
## CHEMICALS & CLEANING SUPPLIES

Green Seal Certified, General, Floor Care, Warewash, Laundry, Health Care, Germicidal, Shank-Free Tools



## APPAREL

Embroidery, Screen Printing, Office Apparel, TacPlus Public Safety Apparel, Public Works Apparel, Briefcases & Bags



## AIR FILTERS

Standard & High Capacity Pleated, Polyester Pad, Synthetic Pocket, Special Requests, Custom Sizes



## INMATE CLOTHING & TEXTILES

Jeans, Scrubs, Jackets, Shirts, Undergarments, Mattresses, Bed & Bath Linens, Pillows



## PLASTIC BAGS

Biodegradable, Recycled Content, Printed, Biohazard, Food Storage



## SIGNS & DECALS

ADA Pictograms, Door Signs, MUTCD, Street Markers, Destination, Recreation, School Spirit, Custom, Decals, Vehicle Markings, Banners, Wayfinding, Window Perfs



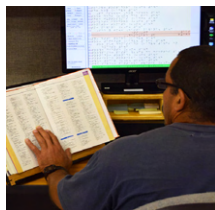
## PRINTING / GRAPHIC ARTS

Newsletters, Calendars, Annual Reports, Letterhead, Envelopes, Forms, Specialty Items, Mail Services



## DOCUMENT IMAGING

Document/Large Print Scanning, File Indexing, Microfiche/Microfilm Conversion, USB/CD/DVD to PDF, Secure Document Destruction, Data Entry



## BRILLE TRANSCRIPTION

On Demand Transcription, Book & Music Transcription, Duplication, Large Print Textbooks, Business Cards



## ENGRAVING SERVICES

Nameplates, Plaques, Recognition Boards, Acrylic Awards, Clocks, Drinkware, Pen & Pencil Sets, Custom Engraving



## MOVING & INSTALL

Moving & Installation of Offices, Furniture, Miscellaneous Items



## FEDERAL SURPLUS

Acquires & Makes Available to Iowa Organizations Excess Federal Vehicles & Equipment



# *In Memoriam*



## TINA BRIDGES

August 27, 1966 - April 1, 2024

Tina Bridges, beloved wife, mother, grandmother, sister, veteran and IPI staff member passed away on April 1, 2024 at the age of 57. Tina served at IPI for [] years at the Central Canteen located at Newton Correctional Facility and touched the lives of everyone she worked with. In her leisure time, Tina found joy in crafting, reading and spending time with her family. She will be dearly missed by her friends, family, and all of us at IPI.