

Customer Council Meeting Minutes



Maryland Correctional Enterprises**Location:** Virtual**Date:** July 21, 2026**Time:** 10:00am**MCE Staff:**

Stephen Sanders Tara Smith

Todd Deak

Robert Epperson

Council Members:

AGENCY	REPRESENTATIVE	PRESENT (Y/N)
CHIEF EXECUTIVE OFFICER (MCE)	Stephen Sanders	Y
DEPARTMENT OF BUDGET AND MANAGEMENT	Kathrine Thomson	Y
DEPARTMENT OF COMMERCE	Rachel Cruse	N
DEPARTMENT OF GENERAL SERVICES	Cristen Swindle	Y
MARYLAND DEPARTMENT OF HEALTH	Calvin Johnson	N
DEPARTMENT OF HUMAN SERVICES	Vacant	
DEPARTMENT OF TRANSPORTATION	Valerie Radomsky	N
MD HIGHER EDUCATION COMMISSION	Daniel Schuster	Y
CUSTOMER (DPSCS)	Latoya Gray	Y
CUSTOMER (DEPARTMENT OF JUVENILE SERVICES)	Joseph Hester	N
CUSTOMER (MOTOR VEHICLE ASSOCIATION)	Jessica Mettle	Y

CEO Update – Stephen Sanders, Chief Executive Officer

Good morning and welcome to the MCE Customer Council Meeting.

I would like to thank you in advance for your cooperation and support of the MCE program. We ask that you encourage others to do the same.

We recognize that budgets are tight and times are difficult for everyone. That being said, I will share with you a brief snapshot of MCE sales.

Our FY 25 sales finished at \$56,675,465

- June FY 26 Sales finished at: \$2,265,908
- Total sales FY 26 came in at: \$48,619,650
- \$8,055,816 less or **14.2%** less than least years total sales of \$56,675,465

FY 27 Sales

- July FY 27 sales thus far: \$2,265,908
- End of July FY 26 sales were: \$3,833,374
- A difference of \$1,567,466 or 41%
- Potential based on July sales thus far, \$27,190,891.56

Our current vacancy rate is 19%

- We have several retirements coming up shortly and eight on the horizon before the end of the calendar year. We will be reducing our staff numbers through attrition.
- Program Participant counts as of the end of June 26 and our official reporting number for FY 26 will be 918.
- Program Participant counts as of the time of this writing are 873
- There just are not enough sales to provide enough work to support more participants. Idle hands often create the opportunity for mischief and MCE is a training program designed to teach actual work skills. Without work, there is no training.
- MCE is in the process of downsizing our operational footprint. Running lean.

Projects:**MCE Graphics move from MCIJ to JCI**

- MCE Graphics Plants 132, 140 and 145, located within MCIJ, will transfer operations and personnel (both incarcerated individuals and staff) to JCI. The new Graphics shop's location will be the north side of Plant # 115 Furniture.
- Updates:
 - MCIJ is now closed except for the MCE Graphics plants. MCE Graphics program participants are being transported via bus from JCI to MCIJ and back again daily to continue their programming and to keep the MCE business units operating.

Price increases

- With the first impact on the price of goods and services related to tariffs, MCE has encountered a steady increase in the cost of raw materials and food pricing across the board. MCE has addressed these increases the best that we can to minimize the impact on our small but loyal customer base.
- The economic impacts generated by the War in Iran have created further price increases on top of an already difficult fiscal landscape. We are seeing sharp price increases for food, fuel, oil related products, aluminum, steel, wood products, component parts, foam, fabric, etc. Anything coming through the Middle East Waterways is more expensive. Rest assured, MCE is doing everything we can to minimize delivery time disruptions and price increases that exist, but the fact of the matter is that price increases are inevitable.
- The most recent price increase that we face is the price of aluminum worldwide. We expect to see aluminum prices spike by 47% or more.

Any questions before we continue with today's agenda.

Sales Update – Todd Deak, Director of Sales

Incoming Orders Processed

- FY26 \$41.7M (FY25 \$36.7M)

Website Orders Processed

- FY26 \$693K (FY25 \$820K)

Quick Ship Sales

- FY26 \$916K (FY25 \$1.3M)

Capital Projects Currently Installing

- UMCP (Zupnick Hall) Started July 1st, \$2.6M

Upcoming Capital Projects to be Installed

- MSP (Waterloo Tactical Service Bldg) Install timeframe pushed to August; \$500K
- UMES (Agriculture Research and Ed) Install timeframe August; \$230K
- PGCC (Marlboro Hall, Remaining Spaces) Install Timeframe July-August; \$193K
- AACC (Florestano Bldg) Install timeframe August; \$1.1M
- MDOD (TAMS Portion) Install Timeframe August; \$97K
- CSU (New Residence Hall) Install timeframe November; \$400K
- UMBC (Sherman Hall, West Wing) Install timeframe November; \$1.2M
- SU (Student Center) Install timeframe November; \$1.4M

Future Capital Projects

- MSP (Forestville Barracks) \$190K Waiting on PO (Estimated Time Frame FY27 Spring)
- Howard Comm. College (Trade Ctr) Quoted \$254K on 7/13/26 (Estimated Delivery Time Frame FY27 Oct)
- Public Service Commission (PSC) (36 S. Charles St.) Quoted \$814K June/July (Estimated Delivery Time Frame FY27 Dec)
- UMB (New School of Social Work Bldg) Quoted \$2.6M on 7/20/26 (Estimated Delivery Time Frame FY27 June)
- MSRP (36 S. Charles St.) In Design Phase (Estimated Delivery Time Frame FY27 Dec)
- Montgomery College (Library Reno) In Design Phase (Estimated Delivery Time Frame Feb. 2027)
- Office of the People's Council (OPC) (36 S. Charles St.) In Design Phase (Time Frame FY27 Dec)
- TU (Smith Hall Reno/New Addition, 4 flrs) In Design Phase (Estimated Delivery Time Frame March 2027)
- AACC (Dragun Bldg) In Design Phase (Estimated Delivery Time Frame Fy28 May)
- CSU (Grace Jacobs Bldg) Waiting on End User Info (Estimated Delivery Time Frame TBD)

General Information

- Clearance / Overstock items are still available at the Brockbridge Showroom
- Jim Jackson, MCE Account Rep, will be retiring in November

Marketing Update – Tara Smith, Director of Marketing

Catalog

- We have completed the FY27 catalog and it is now available on the MCE website. All pricing was approved by the Pricing and Selection Committee, and pricing has been updated on the MCE website.
- New items added consist of:
 - New height-adjustable desks/tables
 - Electric: two leg option and three leg (L-shape) option
 - Bases are available in black, silver or white
 - Tops are available in various sizes with a 3mm edge with various laminate top and edge color options
 - Pneumatic: 30" and 36" round and 30"x30" square. We have two different top options for these tables
 - Knife Edge - comes only with black base and black top or white base and white top
 - 3mm Edge – available in various laminate top and edge color options. Bases only available in white or black
 - Seating
 - Three task chairs: Cozy, Bless, and Edge
 - One café stool: Bella Café
 - One task stool: World LM stool
 - One of our side/multi-purpose chairs, Firefly II, we added three additional options: all poly with arms, all poly with no arms and poly back and upholstered seat with arms
 - New bookcase with storage from shop 124
 - New facility products from shop 123
 - New vinyl color options added to our upholstery line
- MCE will have a print catalog available in the coming weeks

Events

- MCE will be present at the upcoming MACo Convention in Ocean City in August. Director of Sales, Todd Deak, Director of Marketing, Tara Smith and Chief Administrator Officer, Mark Rowley will be representing MCE at the convention.

Council Member Reports

Next Customer Council Meeting: October 20, 2026 at 10:00am (Virtual)