

Georgia Association of Training, Employment, and Supports

Board of Directors Meeting

February 6, 2015

President Keith Kennedy called the meeting to order at 10:00 a.m. The meeting was held at Goodwill of Middle Georgia/CSRA, Macon, GA

BOARD members present included:

Anisio Correia
Cheryl Cornett
Myndi Hoffman
Keith Kennedy
Becky Ketts
Leigh McIntosh
Wayne Peebles
Paula Phillips
Brenda Pollen
Lynn Smith
Sheila Zipf

Other GATES members and Guests present:

Charles Hall
Shawn Pursley
Melissa Yoculan
Dawn Randolph
Tricia Llewellyn, Goodwill Industries of Southern Rivers
Fontaine Huey, Center for the Visually Impaired

Call to Order/Approval of Agenda:

President Kennedy commenced the Board of Directors meeting and reviewed the agenda. A call to approve the agenda was made by Mr. Kennedy. Cheryl Cornett motioned to approve, Sheila Zipf seconded and the agenda was approved by the BOARD.

Mr. Kennedy called for the approval of the Minutes. Sheila Zipf made first motion to approve, Paula Phillips seconded, and the Minutes were approved by the BOARD as written.

Finance Committee Report:

Charles Hall presented the finance committee report to the BOARD. Ms. Zipf and Mr. Hall both advised the BOARD that although GATES is still struggling financially in some areas, overall, there has been modest improvement. Mr. Hall led the discussion of the GATES Statement of Operations. For the current period that ended December 31, 2014, there was a net loss of (-\$31,950). Total revenue for December was under the projected budget by approximately \$16,000; cost of sales was also under budget projections which resulted in \$66,366 net revenue for the month. Expenses were under budget by \$649 so in culmination, it led GATES to a net gain in December in the amount of \$1,672 which was better than the projected budget loss of (-\$2,701) by 44,373. The gain in December 2014 was better in comparison to the loss of (\$12,234) in December 2013. The summary report for the Gates statement of operations also showed a Y-T-D net loss of (-\$31,950). Furthermore, the total of assets for GATES is \$1,084,317.34 which has decreased from \$1,616,441.29 in December of 2013.

GEPS received a grant from GVRA in the month of December. As of December 31st, GEPS had a positive net gain of \$6,448.31 in which it was over budget by more than \$3,900. The Net Revenue of \$21,744.11 was under budget by (-\$951.93) and was under expenses by approximately \$1,200 which gave it a Net Gain of \$2,662.44. This was approximately \$300 over budget projections. GEPS Y-T-D revenue was under projected budget at (-\$82,407.05) which placed it at \$696.30 over the budgeted net revenue. The expenses, as of December 31st, were under budget by \$3,247.30 leading the Net Gain to be a positive \$6,448.31 which was more than \$3,900 over the budget projections.

GISN, for the month of December, had a total revenue of \$181,153 which was over the projected budget by approximately \$12,200. The expenses, within December, were over the budget projections of \$37,282 by the amount of \$875. Additionally, the net loss for December of (-\$959) was approximately \$3,700 better than the projected net loss of (-\$4,715). In summation, GISN revenue of \$1,147,652 was under the projected budget projections by (-\$78,671) or (-6%) with regards to the Y-T-D activities. Expenses were, likewise, under the budget projections by \$963. GISN experienced a Y-T-D net loss of (-\$21,358) which is (-\$26,909) under the projected net gain of \$5,551 as of 12/31/14. Y-T-D net was also under the FY14 loss of (\$-587).

In December, GVRA increased its contract for staff sign language interpreting services for FY2015 by \$60K. A bound copy of the audit was presented to the BOARD. GISN plans to send a written letter to DOAS asking that they either re-bid or end the statewide interpreting contract. The letter was distributed among the Board members to review.

Sheila Zpif motioned to approve the finance committee report. Cheryl Cornett seconded the motion. The financial report and FY15 BUDGET was approved by the BOARD as written.

Georgia Enterprises:

Mr. Shawn Pursley provided a summary report to the BOARD regarding GEPS. The Y-T-D goal was for GEPS to submit 12 new contracts per quarter. It has been averaging 10 new contracts per quarter and has recently been awarded 5 new contracts. GEPS currently has a total of 33 contracts with its average number of bids at 42%. Mr. Pursley presented a contract status report to the BOARD in which it is awaiting an award for a significant janitorial contract. The contract with Georgia Tech has been renewed and estimated to be 1.5 million in value of current contracts. Mr. Pursley attended the SUPRA conference that was held in January. He announced that document imaging is a new frontier for State use contracts in which will be further explored. GEPS acquired a new CRP representing veterans with disabilities. Mr. Pursley also advised the BOARD of the upcoming Working Wonders Awards Luncheon to be held on Thursday, March 26th after the State Use Council meeting. There are still vacancies on the State Use Council and members of the Board were asked to spread the word. Moreover, there was a call for nominations in reference to Working Wonders awards recipients. The GEPS annual report was distributed among the BOARD. DOAS placed GEPS in their newsletter which generated positive publicity for potential new purchases. Once the new product and services catalogue is complete, an e-blast will be sent as notification of the updates.

GVRA:

President Kennedy led the discussion about GVRA and asked the BOARD for updates on the new GRACI data system as well as the status on previous problems the CRPs have encountered

with the program and the agency. It was discussed among the Board members of continuous GRACI issues for GATES CRPs regarding accounts receivables. CRPs are owed 30% of their invoices billed to GVRA which is over 1 million dollars in unreceived revenue. Becky Ketts presented to the Board a “Pay for Performance” pilot program that is being utilized in the state of Alabama in which would be a far less complex system of service provision. GVRA seems to be approving this method in which the agency will commence a six month pilot period. A strategic partnership meeting was held with GVRA that occurred in December 2014. The pilot program was discussed at this brief meeting in which Mr. Greg Schmiege commented on the possibility of moving towards utilizing a “Pay for Performance” system effective July 1, 2015. A second meeting is planned for February which will enable further discussions about the program. The meeting will take place all day to cover topics such as contract complexity, best practices for professional development, joint strategic planning and paradigm shifts at Vocational Rehabilitation. All members of the Board confirmed a unified interest in a “Pay for Performance” model.

Legislative:

Dawn Randolph presented an update to the BOARD on legislative affairs. Ms. Randolph announced that on February 17th from 2pm – 4pm, there will be public hearings for the testimony on the budget and advised that it is important to have all executives and clients, who have been served, be present at the event. If employers are able to attend then that would be an added bonus. Ms. Randolph also advised members of the Board that \$71K was moved to Vocational Rehab’s amended budget which affects last quarter of this fiscal year. The Senate Bill I – Autism Insurance Bill – will only impact children served by Easter Seals and not all GATES CRPs. Moreover, Ms. Randolph also presented the BOARD with updates regarding the Medicaid Marijuana Bill, the Transportation Bill, and led a discussion about the bill on services for people with blindness and other visual impairments.

Calendar:

There being no other business and announcements to come before the BOARD, the meeting was adjourned at 2 P.M. The next quarterly Board of Directors meeting is scheduled for either June 5th or June 12th at Goodwill in Macon, GA. It will be incorporated within the annual board meeting. There is a possibility that legislators and GVRA board members will be invited to attend.

Respectfully submitted,

Paula Phillips, Secretary
GATES Board of Directors