

Georgia Association of Training, Employment, and Supports

MINUTES

Board of Directors Meeting – Lawrenceville, GA

February 1, 2013

Members Present:

Keith Kennedy
Kim Cantrell
Cheryl Cornett-Early
Anisio Correia
Ralph Donaldson
Becky Ketts
Leigh McIntosh
Paula Phillips
Sheila Thomas
Sheila Zipf

Other GATES members and attendees present:

Charles Hall
Shawn Pursley
Dawn Randolph

President Keith Kennedy brought the meeting to order at 10:00 a.m. on Friday, February 1, 2013. The meeting was held at Creative Enterprises in Lawrenceville, GA .

Approval of Minutes:

Mr. Kennedy called for the approval of Minutes from the October 19, 2012 Board meeting. Kim Cantrell motioned to approve the Minutes and Sheila Thomas seconded the motion. The Minutes were approved as written.

Finance Committee Report:

Charles Hall reviewed various points from the Executive Summary particularly noting highlights from the Statement of Operations spreadsheet. Mr. Hall spoke on the Current Year to Date figures. The total revenues as of the end of December 2012 are 3.7 million on a budget of 2.9 million. This places GATES approximately 26% ahead from last year on revenue.

It was also reported expenses for GATES are slightly up. Expenses are at \$421,074 as compared to a \$384,386 budget which is a 9% increase. Mr. Hall mentioned expenses are up due in part to the purchase of drug kits which GEPS is selling. Many of the drug kits are being purchased with a credit card or a P-Card (Premium Card) and the fees generated from these purchases are contributing to the increase. Mr. Hall commented approximately \$8,000 was budgeted and \$30,000 was spent on credit card fees. It was also stated 50% of GEPS products were purchased with either a credit card or a P-Card. The current YTD Budget is up approximately 200%.

Charles Hall reviewed GISN Invoicing as well. He spoke of GISN revenue coming mainly from A&I money and noted Warm Springs dollars were not affected by the VR situation. Overall, GISN revenue is up approximately 35%.

GEPS REPORT:

Shawn Pursley reported on GEPS. Mr. Pursley stated he would like to bid on a contract for Gwinnet College provided GEPS meets the request for qualifications. In addition, he noted the DeKalb Board of Health was a major contract lost at approximately 33%. Due to changes in personnel at the DeKalb Board of Health, Mr. Pursley is hopeful he can bid on this contract again in the near future. Lastly, he mentioned other new contracts of significance which include Clay National Guard, GA Tech, and Goodwill Coastal.

Granger lowered prices so GEPS had to pull nine products from either Mandatory to Preferred status or completely off the list. Unfortunately, GEPS could not compete. Mr. Pursley looked into how other states evaluate Fair Market Price and determined other states will take five price samples and average the three price samples in the middle range. It was also noted this process is also done for services as well as products in other states. Mr. Pursley stated he plans to draw up a change in policy and present it at the next State Use Council Meeting.

Lastly, Shaun Pursley asked the BOARD for nominations for the Annual Recognitions Program for the State Use Program. He also announced the Working Wonders luncheon will be on March 28, 2013.

It was also noted that the Marketing Assistant for GEPS has completed her work on GoJo Soap and is diligently researching first aid kits.

Legislative Update:

Dawn Randolph gave this report. After attending a committee meeting on January 31st, Ms. Randolph revealed to the BOARD few questions arose regarding the issue of how and when VR dollars had been spent. It appears the dollars budgeted for the last year was spent within the first three months. In addition, Ms. Randolph expressed Mr. Greg Schmiege would be working closely with the Governor. It is possible VR money could be “left on the table” and the Legislature is not expressing much concern in spending it.

GVRA Plans:

Keith Kennedy spoke in review about the VR dollars been spent in a three month period. Anisio Correia stated that perhaps BOARD members should contact Legislatures and provide them with data and feedback in order to educate them to help facilitate acquiring more money. It was suggested to target Senator Tim Golden for assistance. It was expressed by Charles Hall Senator Golden needs to be poised to ask the right questions about the budget as well as the amount of service or no service. Shelia Thomas also proposed using Beth English as an advocate as well.

It was noted of Mr. Schmeig looking to abolish contracts. This idea was greatly opposed. There was discussion of how GATES Members need to work together and go back to square one and brainstorm on how to prevent the abolishment of contracts from happening. Charles Hall proposed forming a sub-committee to work on a Pay for Performance objective to present to Mr. Schmieig. Mr. Kennedy stated he would like to get more clarity from Greg Schmeig on this idea before jumping on board.

GATES ANNUAL MEEING:

The GATES Annual Meeting will be held on June 6 – 7, 2013. The meeting will be held as a general business meeting. It was suggested Greg Schmieig speak at either breakfast or lunch. Other ideas for this meeting include inviting the ARMS Group to attend as well as possibly hosting a webinar for individuals with travel issues.

APPOINTMENT NOMINATING COMMITTEE:

Keith Kennedy, Kim Cantrell, and Paula Phillips agreed to serve on a Nominating Committee to elect new Officers and Directors for GATES. Kim Cantrell agreed to serve as Chairman of this committee.

There being no other business to come before the BOARD, the meeting was adjourned at 2:00 P.M.