

# Georgia Association of Training, Employment, and Supports

Board of Directors Meeting

February 05, 2016

Meeting began at 9:44 a.m. The meeting was held at Center for the Visually Impaired in Atlanta, GA.

BOARD Members present included:

Becky Ketts  
Anisio Correia  
Dave Miller  
Lynn Smith  
Sheila Zipf  
Paula Phillips  
Kenneth Carswell

Other GATES Members & Guests present:

Charles Hall  
Shawn Pursley  
Sara Horton  
Robert Cooley  
Carole Ann Fields  
Lee Macintosh  
Jennifer Tucker  
Keith Powell  
Darcy Robb  
Dawn Randolph

## **I. Announcement of a new Provider Conference in Georgia**

Darcy Rob, the new Special Project Coordinator for GVRA, informed the board of a new Provider Conference for Georgia, modeled after the APSE Regional Institute Conference in Detroit, Michigan. Ms. Rob said GVRA believes this 2 day conference will help Providers transition from facility base to community base programs. She is asking GATES to partner, support, and sponsor a meal during one of the breaks. They need counsel and advice from GATES on content and location of the conference.

President Ketts will provide Darcy Rob's contact information after the meeting for our board members to contact directly and provide their personal thoughts on the conference.

Following Ms. Darcy presentation, the board members continued on the subject discussing the financial implications a conference of this magnitude would have on GATES. The biggest question being, who would do the ongoing follow up with no funding attached to it? President Ketts, expressed if GATES does decide to participate they will need to be as committed as possible.

## **II. Call to Order & Approval of Agenda**

President Ketts commenced the Board of Directors meeting and reviewed the agenda. A call to approve the agenda was made by President Ketts. The agenda was approved by the BOARD.

## **III. Approval of November 6, 2015 Board Minutes**

President Ketts called for the approval of the Minutes. The Minutes were approved by the BOARD as written.

## **IV. Committee Reports/Update**

### **Finance Committee Report**

#### **A) Overview of Financials**

Sheila Zipf, Treasurer, reported the financials look good.

For the current period (12/1/15 - 12/31/15) NET GAIN – \$ 7,665 GATES total revenue for DECEMBER was over the projected budget for the period by more than \$16,000. Cost of sales was also over budget projections accordingly. This resulted in a \$72,267 net revenue for December (approximately \$8,200

over budget). Expenses for the month were under the projected budget by \$ 1,476. This gave GATES a net gain for DECEMBER in the amount of \$7,665. The gain was better than the projected budget of (-\$2,093) by \$9,758. As compared to FY15 the DECEMBER gain was better than the gain GATES had of \$1,672 in DECEMBER of 2014.

For the year to date (Y-T-D) – NET LOSS: (-\$9,529) Since July, GATES has an increase in revenue over budget projections by \$72,545 or 2.4%. The net revenue Y-T-D is \$13,565 or 4% over the budgeted net revenue of \$380,981. When comparing the FY15 Net to FY16, the FY16 Y-T-D total is \$27,875 or 8% better than the FY15 Net Revenue. GATES total Y-T-D expenses are under the projected expenses by 1.7% or \$7,099 for a total Y-T-D expense of \$404,075. This is more than the FY15 expense on 12/31/14, which was \$398,622. The net gain/loss over expenses Y-T-D (-\$9,529) is better than the negative budget projection of (-\$30,192) and approximately \$22,421 better than the net loss on 12/31/14 of (-\$31,950).

As noted, GISN is still in the black and is continuing in the right direction. GATES is ahead of budget and revenue is looking well with a strong balance sheet. The financial report was accepted and approved by the BOARD.

## **V. Georgia Enterprises Report**

Mr. Shawn Pursley provided a summary report to the BOARD regarding GEPS which included the “State Use Operational Plan”. Report in the handouts - Pages 13-20.

SUPRA meets once a year to discuss what is going on operationally and politically across the country. The hot topic this year was LED replacements for florescent lighting. Surprisingly, many states are looking at this product. Currently Georgia Industries for the Blind is working independently and with GEPS to bring this product to the program.

Mr. Pursley reported it has been surprisingly slow, for service bids and some of the contracts we have won are very small even though we are bidding as much as we can. As far as notifications from GEPS to the CRPs, we want to average 15 per quarter but we are averaging 7 per quarter. These numbers are heavily impacted by the lack of opportunities.

Mr. Pursley will be sending emails for members to A.) Save the date March 24, 2016 and B.) Request nominations for individuals to be recognized at the Working Wonders luncheon.

**Services:** A few months ago, Mr. Pursley spoke with the DOAS Commissioner’s office regarding a change in the set-asides for State Use. Recently, the State had introduced GA Resident, Small Business (GRSB) set-asides. In the process of bidding, if the low bid is not a Georgia resident or small business, they can ask the GRSB if they are willing to match the low bid within 5% or no greater than \$10,000. Mr. Pursley mentioned in that meeting if something like the GRSB set-aside could be set in place for GEPS. It would only benefit GEPS if the GEPS bid came close to winning. Basically, the proposal would be to ask GEPS if they are willing to match the low bid within 8%, giving GEPS the first right of refusal. Mr. Pursley is following up with DOAS on that proposal.

**Products:** The State Use Program has again recently brought up the concept of fair market value to DOAS questioning the methodology of how it is defined. GEPS understands the need for a change in the methodology and has made various proposals. Once GEPS and DOAS agree on the new methodology, GEPS is hopeful that DOAS will revise their support for the State Use program across GA and hopefully we will see a rise in sales not just with our prime products like soap and sanitizers but with all the products that we carry.

GEPS has an upcoming Expo at Clayton State on March 7-8, 2016. All CRP products will be displayed and we expect heavy traffic especially since we changed venues from Americas Mart which proved to a hassle for some of our clients.

### **75% Disability Discussion, Report pages 21-22.**

Mr. Charles Hall explained he needs to go back to the State Use Council with recommendations on how to do the CRP re-Certifications and Audits for the 75% rule on participation of individuals with disabilities in the State Use Program. A committee of four was created to provide practical suggestions. The 4 members were David Miller, Shelia Zipf, Lynn Smith and Shawn Pursley. They will meet to discuss the timeline of recertification with approximately 6 months' notice to CRP's and recertifying 1-3 per year.

## **VI. Update on GVRA Activities**

President Ketts believes Vocational Rehabilitation (GVRA) still plans to have all of GATES on their new Step Payment program that is replacing System Seven, by July 1, 2016 although nothing recently has been heard about it. She asked the members present for their input on how the referrals were being tailored and if they were possibly by work preparation and placement. Following the discussion it was recommended by the Board a small group meet with GVRA leadership to further discuss agency plans.

## **VII. Government Affairs/Legislative Update**

Dawn Randolph reported this year the governor required all state agencies to provide a monetary increase for all employees but did not provide the agencies funds to do so. He proposed they should use their own budgets. GVRA took \$450,000 from Warm Springs' \$2million, which was purposed to help them during their financial transition.

Ms. Randolph stated state primaries begin May 24, 2016. Charles Hall encouraged the board, if they have events coming up, make sure you are sending invites to the speakers/candidates.

## **VIII. USDOL Proposed Rule: Nondiscrimination:**

President Ketts, spoke on the recent proposed USDOL rule from the U.S. Department of Labor's Civil Rights Center, which heavily emphasizes segregated services as discrimination. She stated, "This would make it legal for people to pursue as a legal civil rights issue of being discriminated against if we were providing facility based services." She also added, the language was not clear what the legislators meant with the regulations. The writers of the rule left it too board and undefined. They are actually requesting feedback from the public.

President Ketts, encouraged the board and GATES as a whole to publish comments on the public forum available on markknuckles.com and also individually as there is power in numbers. Charles Hall volunteered to develop comments from GATES and the have them circulated to all the members of the organization, and then others can piggy back on it. Comments will be closed on March 26, 2016. There is strong administrative support for the regs, so they could easily be pushed through because of all the political distractions. President Ketts, stated she does not believe it was intentional but it is "this kind of stuff that can be harmful down the road".

### **IX. Old Business:**

President Ketts and Charles Hall spoke on GATES Annual Meeting. The tentative date will be June 10 or June 17, 2016 in Macon GA. The finale variables will be availability of schedules. For now it will continue to be 1 day long. A committee of four was formed: Becky Ketts, Keith Powell, Tricia Llewellyn, Sheila Zepf and Keith Kennedy. Dawn Randolph will need to decide before then if, we will be recognizing a legislator this year.

### **X. Final Announcements**

1. Tod Judson Cowart, the executive director of Houston County Association for Exceptional Citizens, died right before Christmas last year. Charles Hall, described him as an exceptional dynamic and energetic young man. He was 53 years old.
2. Reworks will be closed indefinitely on Friday February 12, 2016.
3. Wayne Peebles with Easter Seals for East GA, resigned from the board. Since he only had 1 year left, the board has decided to fill the slot during the normal Nomination Election cycle.
4. Replacing System 7 will take 18 months.

### **Calendar**

There being no other business and announcements to come before the BOARD, the meeting was adjourned.

Anisio Correia, Secretary  
Minutes prepared by Jasmin Perry