

Georgia Association of Training, Employment, and Supports

Board of Directors Meeting
NobisWorks – Marietta, GA
April 29, 2016

Meeting began at 10:04 a.m. The meeting was held at NobisWorks in Marietta, GA.

BOARD Members present included:

Becky Ketts
Anisio Correia (by phone)
Dave Miller (by phone)
Lynn Smith
Sheila Zipf
Paula Phillips
Keith Powell
Keith Kennedy

Other GATES Members & Guests present:

Charles Hall
Shawn Pursley
Sara Horton
Tricia Llewellyn
Jennifer Tucker
Dawn Randolph

I. 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.

II. Approval of February 5, 2016 Board Minutes

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

III. Committee Reports/Update

Finance Committee Report

A) Overview of Financials

Sheila Zipf, Treasurer, reported the financials as of March 31, 2016. GATES total revenue for the month of March was under the projected budget for the period by more than \$183,000. Cost of sales was also under budget projections accordingly. This resulted in an \$82,083 net revenue for March (approximately \$7,200 under budget).

Expenses for the month were over the projected budget by (\$1,970). This gave GATES a net gain for March in the amount of \$10,429. The gain was under the projected budget of \$19,641 by (\$9,212). As compared to FY15 the MARCH '16 gain was under the gain GATES had of \$27,538 in MARCH of 2015.

GATES Year-To-Date net gain is \$6,630. Since July, GATES has a decrease in revenue over budget projections by (-\$123,193) or (-2.6%). The net revenue Y-T-D is \$6,979 or 1% over the budgeted net revenue of \$608,828. When comparing the FY15 Net to FY16, the FY16 Y-T-D total is \$21,488 or 4% better than the FY15 Net Revenue.

GATES total Y-T-D expenses are under the projected expenses by 1.3% or \$8,260 for a total Y-T-D expense of \$609,177. This is more than the FY15 expense on 3/31/15, which was \$601,180.

The net gain/loss over expenses Y-T-D \$6,630 is better than the negative budget projection of (-\$8,609) and approximately \$13,000 better than the net loss on 3/31/15 of (-\$6,861).

The total assets for GATES is \$ 1,200,729.34, down from \$1,490,154.28 in March of 2015.

Ms. Zipf made a special note that GISN is still in the black and is continuing in the right direction. 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” and ‘Service Contracts Report’.

Mr. Pursley reported staff was looking at DOAS purchasing policies that would give GEPS and State Use products and contracts a true ‘set-aside’. A report will be presented to the State Use council at the next meeting in June.

Mr. Charles Hall reminded the GATES Board there were Council seats open and encouraged any Board member that knew potential candidates to submit their names and background to him. He would then begin the process to submit their credentials to the Governor’s office for review and approval.

VI. Government Affairs/Legislative Update

Dawn Randolph reported the legislative session ended without too many bills being passed and no new funding for GVRA community services. There was one study commission approved to review reading services for the blind and visually impaired.

Ms. Randolph reminded the Board of upcoming state primaries and possible runoffs. The General Elections will be held in November. This is a good time to invite candidates to tour your facilities, but to remember that all candidates should be invited.

VII. Update on GATES Annual Meeting

Ms. Ketts reported the GATES Annual Meeting will be held on June 10th, 9:30 AM – 2:30 PM in Macon, GA. Greg Schmiege will present an update on the new GVRA Project Horizon during the morning session. The luncheon will recognize the two legislative award recipients and a special recognition will be made to Wayne McMillan for his contributions and support of GATES. Wayne is retiring in June as CEO of Bobby Dodd Institute after a distinguished career.

VIII. Update on GVRA

President Ketts provided an overview of the STEP meeting held with representative of GVRA and GATES at NobisWorks in March. The Board had a general discussion on current information regarding GVRA, Project Horizon and the STEP payment plan. There was deep concern over a general shift to a more vendor model for CRP’s rather than a ‘partner’ model that had previously been the direction of GVRA. The Board expressed a concern, but felt action should be delayed until Director Schmiege makes the presentation at the GATES Annual Meeting.

IX. Old Business:

Charles Hall presented the two contracts that require BOARD approval/recommendation for GATES to continue to be the central non-profit agency for the State Use Council and serve with DOAS and the State Use Council to implement the State Use Law. President Ketts requested motions to approve; Keith Powell made motion to approve both contracts, Paula Phillips seconded. The BOARD unanimously approved the central non-profit agency contracts. President Ketts requested Charles Hall to submit the contracts to the State Use Council

X. New Business:

Ms. Ketts announced to the Board her intentions to resign as President of GATES at the end of the Fiscal Year. Due to health concerns she did not feel she could continue serving the organization. The Board by unanimous vote expressed their appreciation to her for her hard work and dedication over the past year. Keith Kennedy reported Lynn Smith, Easter Seals of East Georgia, has accepted the nomination to serve the remaining year on the President's term and will be presented for approval at the GATES Annual Meeting.

Calendar

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

Anisio Correia, Secretary of the Board
Minutes prepared by Charles Hall