

Georgia Association of Training, Employment, and Supports

Board of Directors Meeting

October 24, 2014

President Keith Kennedy called the meeting to order at 9:30 a.m. The meeting was held at Goodwill of North Georgia, Athens, 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 (via conference call)
Sheila Zipf

Other GATES members and Guests present:

Angelica Figueroa
Charles Hall
Shawn Pursley
Dawn Randolph
Tricia Llewellyn, Goodwill Industries of Southern Rivers
Jenny Taylor, Goodwill of North Georgia

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, Paula Phillips 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, Cheryl Cornett seconded, and the Minutes were approved by the BOARD as written.

Annual Audit and 990 Filing:

Shiela Zipf, Lynn Smith and Charles Hall met via conference call to discuss updates regarding the GATES financial reports. They also reviewed the audit report as well as the annual 990 filing. The committee had a conference call with the auditor and there were no issues with the report. Keith Kennedy called for the approval of the FY 2014 audit. Anisio Correia motioned to approve the audit and Becky Ketts seconded, the Audit was approved by the BOARD.

The finance committee reviewed the 990 filing and communicated to the BOARD of its confidence in the report. Cheryl Cornett motioned to the approval and Paula Phillips seconded, the filing of the 990 was approved as written.

Finance Committee Report:

Charles Hall presented the finance committee report to the BOARD. Mr. Hall led the discussion of the GATES Statement of Operations. For the current period that ended September 30, 2014, there was a net loss of (-\$24,772). Total revenue for September was over the projected budget by more than \$13,000; cost of sales was also over budget projections which resulted in \$54,887 net revenue for the month. Expenses were over budget by \$3,808 so in culmination, it led GATES to a net loss in September

which was more than the projected budget loss of (-\$15,142) by (-9,630). The loss in September 2014 was greater in comparison to the loss of September 2013. The summary report for the Gates statement of operations also showed a Y-T-D net loss of (-\$40,244). Furthermore, the total of assets for GATES is \$1,172,234.17 which has decreased from \$1,196,418.59 in September of 2013.

GISN line items reflecting its revenue sources are mostly negative and down by 13% for the A&I DRS Client Services, although the September numbers are up by 104% over the previous year. Other state agencies GISN serves are up by 20%. GISN used to have the state-wide mandatory contract, but no longer. In replacement of the state-wide mandatory contract, there is now a state-wide convenience contract that was awarded to another sign language interpreting services provider. GISN still has contracts with APS which is down due to the change in schedules from 7 hour days to 4 hour days. GISN is hopeful that this schedule will change. Private businesses GISN serves are down by 15% due to these companies no longer having deaf individuals in need of services. GISN has been executing several marketing efforts as well as has implemented its customer fee increase while decreasing hourly rate of pay to interpreters. Additionally, GISN's current COS is 82.8% of sales, whereas it was budgeted at being 80.7%. GISN will be reviewed closely when the October month-end financials are calculated in early November.

GEPS had a net gain of \$2,027.63 as of September 30th in which it was over budget by approximately \$23,400. The Net Revenue was also over budget by \$2,095.42 and was over expenses for September by approximately \$2,700 which gave it a Net Loss of (-\$10,894.94), yet \$695 under projected budget. GEPS Y-T-D revenue was over budget projections at \$37,614 which placed it at \$5,340 over the budgeted net revenue. The expenses, as of September 30th, were under budget by \$780 leading the Net Gain to be a positive \$2,027 which was more than \$6,000 over the budget projections. GEPS net equity increased from \$111,282.73 from June 30, 2014 to \$113,310.36 on September 30, 2014.

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 6 new contracts per quarter and has recently been awarded 4 new contracts. GEPS currently has a total of 28 contracts with its average number of bids at 43%. Mr. Pursley also presented to the BOARD a summary of the State Use Operational Plan for FY15. Highlights of the report covered several goals which included building awareness of the state use program, implementing marketing plans for GEPS customers and state agencies, benchmarking social impact and pursuing grant writing in reference to research of grant opportunities and submission of proposals.

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 when trying to utilize the new program. The issues that the CRPs have been experiencing with the system continue to exist and generate increased frustration among the users. Ms. Ketts and Ms. Zipf provided testimonials of their meetings with Mr. Schmiege about the under payment of funds issued to their respective CRPs. Mr. Schmiege appeared to be sincerely surprised when learning that the CRPs have been significantly underpaid. He proceeded in having GVRA work quickly in submitting these overdue payments. As a result, some of the CRPs received checks for non-existent accounts in which they then notified the CFO of GVRA in requesting his directive as to what should be done with such payments. Ms. Randolph made an

observational note that there appears to be issues among the leadership within GVRA. Moreover, Ms. Ketts informed the BOARD that GVRA's placement numbers were significantly low last year. The Board members discussed expressing their concern to the leadership of the GVRA Board. The Board requested Cheryl Cornett and Paula Philips to meet with GVRA Board Chair Jimmy DeFor and Charles Hall meeting with GVRA Board Vice Chair Louise Hill. Mr. Kennedy pointed out that their complaints to these individuals would inevitably include Mr. Schmieg.

Legislative:

Dawn Randolph presented an update to the BOARD on legislative affairs. Ms. Randolph made a remark on how the candidates are getting ready for the upcoming Governor election. She was asked by the BOARD for her predictions regarding the election and her view of what the public voting system would entail. Ms. Randolph replied to their inquiries and noted that the outcome is still left to be seen. Ms. Randolph strongly advised the BOARD to have their CRPs contact the Governor's office as soon as November 5th in their continued efforts in bringing awareness of their mission in obtaining 8.2 million in funding for the services they provide to people with disabilities within the community. She thanked all of the board members for working on submitting their numbers for the new fact sheet that is being formulated for distribution which will illustrate their economic impacts within the state of Georgia.

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 Friday, February 6, 2015 at Goodwill Industries in Macon, GA.

Respectfully Submitted,

Paula Philips, Secretary
GATES Board of Directors