

Georgia Association of Training, Employment, and Supports

Board of Directors Quarterly Meeting

Bobby Dodd Institute
2120 Marietta Blvd., NW
Atlanta, GA 303018

July 28, 2017

BOARD Members present included:

Lynn Smith	Fontaine Huey
Shelia Zipf	Keith Powell
Carrie Edwards	Dave Ward
Tricia Konan	Leigh McIntosh
Jennifer Tucker	
Dave Miller (via phone) _	

Other GATES Members & Guests present:

Ken Carswell
Paula Phillips
Charles Hall
Shawn Pursley
Rebecca Masic
Dawn Randolph

I. Call to Order & Approval of Agenda

A quorum of the membership was established. President Smith commenced the Board of Directors meeting at 9:55a.m. and reviewed the agenda.

II. Approval of Board Minutes

President Smith called for the approval of the April 21, 2017 Minutes. The Minutes were approved by the BOARD as written.

President Smith also called for the approval of the June 6, 2017 electronic vote minutes. The Minutes were approved the BOARD as provided and written.

III. Committee Reports/Update:

Financial:

Charles Hall, GATES CEO provided an in-depth financial report with the following highlights:

FY17 is projected to year-end finished June 30, 2017; plans are in place to close the Atlanta Office for a savings in future goals of appropriated \$40,000 and a loss of \$20,873 for the year due to lack of GISN sales revenue. New Ventures purchased the Atlanta office furniture and assumed the copier lease.

FY18 budget is proposed at \$6,266,459 in revenues with a net over expenses of \$17,282. Staff is projecting significant increase with GEPS sales advancement into state university/college, and added GEPS service contracts. For GISN, a new program manager hire, April Smith, will concentrate on marketing and development. Charles states that GVRA contracts are coming per Dale Arnold.

President Smith called for the approval of the FY18 budget as presented. Motion was made and seconded by the The BOARD approved the FY18 budget as presented.

IV. GVRA:

Sean Casey, Executive Director, Ken Hise, Employment Services Unit and Maryellen Mendiratta, Director of Provider Management join the meeting for a working lunch.

Board was assured that it is the intent of GVRA to work towards decentralization, increasing referrals, and increase communication to the GVRA counselors.

- Has hired new strategic manager, Robin Blount
- Bringing on grants manager to focus on private donations to help protect the state budget
- Intends to fill GVRA BOD seats with leaders in the business community from around state, with more focus on the business community
- WIOA training to be provided by Crystal Perry from GVRA to help meet indicators
- Upward communication is welcome

V. Committee Program Updates:

Georgia Enterprises (GEPS) Report

Shawn Pursley provided a summary report to the BOARD regarding GEPS which included the 'Service Contracts Report'. At this time, awaiting two contract awards (DeKalb and Clayton Counties). Currently at 25 service contracts, and 1.4 million annually. Shawn reviewed the operational plan also.

Government Affairs/Legislative Update

Dawn Randolph provided an update on government affairs and anticipated charges at the Capital in 2018.

VI. New Business:

The BOARD discussed the need to provide informative statewide or program and activities of CRP's. In addition the BOARD addressed concerns about GVRA referrals. It appeared some areas of the state were receiving increased referrals while other CRP's had seen their referrals reduced.

The BOARD instructed staff to initiate a monthly communication that would highlight CRP placements and the strong value employers place in working with GATES members. The BOARD also requested staff to develop a referral matrix so the number of referrals can be measured and evaluated.

VII. Future meetings:

There being no other business and announcements to come before the BOARD, the meeting was adjourned. The next quarterly Board of Directors meeting is scheduled for October 27, 2017 at Goodwill in Columbus, GA.

Respectively Submitted,

Leigh McIntosh
Secretary of the Board

Minutes prepared by
Rebecca Masic,
Account Executive - ASG