

Georgia Association of Training, Employment and Supports

Board of Directors Quarterly Meeting

Virtually held via Zoom

April 24, 2020

Board members present:

Dave Ward	Mike Wilson
Lynn Smith	Carrie Edwards
Meredith Champagne	Larry Gluth
Tricia Konan	Meredith Champagne

Other GATES Members and Guests:

Jonathan Wilson	Lisa Kennedy
Rasheeda Wilkins	Shawn Pursley
Dawn Randolph	Caitlin Hyatt
Charles Hall	

I. Call to Order & Approval of Agenda

A quorum of the Board membership was established. President Ward commenced the Board of Directors meeting at 10:00 AM with a welcome to everyone. All Board members and guests introduced themselves.

II. Approval of Board Minutes

President Ward called for approval of January 24, 2020 minutes. On a motion by Lynn Smith and a second by Carrie Edwards the minutes were approved as presented.

III. Program Updates

Finance Committee

Mike Wilson, Treasurer, and Charles Hall, GATES CEO provided financial updates through the second Quarter FY20. The Finance Committee reviewed the financials on Wednesday, April 22, 2020.

Hall outlined the current financial condition and the top line issue is the losses for GISN. GASP does show a deficit, but that is normal for this time of year. There are two more CRPs that will submit their dues this quarter, which should put GATES in the black by the end of the fiscal year.

GEPS sales are good due to the pandemic. New Ventures has been able to secure hand-sanitizer which has helped with backorders.

GISN is the challenge. Obviously, the interpreting services that take place on-site/in-person have been down due to the pandemic. Revenue for March is down almost \$200,000 from the budget. This has given GISN the opportunity to implement the video interpreting service

faster. VRI assignments are not as large of a revenue generator as 'in-person' but the assignments do provide income.

Efforts are underway to reduce expenses as much as possible. ASG reduced the management fees for GISN, and by the end of the Fiscal Year this will total a \$50,000 cut.

Hall noted periodically during the year GATES will have over \$250K in the Iberia checking account. The auditor recommended GATES move funds out of that account to keep within the FDIC guarantee. Hall recommended a Raymond James Bank Deposit Program Fund. It is not an investment account, but it does pay a small interest rate on the balance.

D. Ward asked a motion for opening up a Raymond James Bank Deposit Program Fund. Larry Gluth moved, Mike Wilson Seconded. The motion passed.

Discussion of Annual Meeting Date/Program:

C. Hall noted the tentative date for the Annual Meeting was set for June 12. With the pandemic and the personal safety questions, there is concern about holding an in-person meeting. The Bylaws allow the Board to set the Annual Meeting date. Hall noted there is a Board Meeting on July 24 and recommended the Annual Meeting be held on that date along with a luncheon to honor Fontaine Huey and a legislative update.

Lynn Smith moved to set the new date of the GATES Annual Meeting to July 24, Carrie Edwards seconded. Motion Passed.

Government Affairs/Legislative Update:

Dawn Randolph indicated that March 12 was cross-over day. The supplemental budget made that earlier and was sent to the governor and signed. By the end of the day on March 12, there was an order the session would be suspended. On March 13, there was the emergency declaration by the Governor that would go through May 13. On Monday, 16 of March, only legislators came in, no staff or lobbyists to recess the session.

D. Randolph is hopeful the revenue estimates won't be down as much as they are predicting. FY21 will likely be a challenge for revenue.

D. Randolph made two requests for the GATES Board:

1. Go to House.ga.gov, under the tab that says Representative. Click by district, it will sort legislators by district. Dawn is requesting to pull every legislator in your area, and let them know what you've been doing and what your plans are to do regarding opening back up and providing services. This will be helpful information to provide before the legislature goes back into session to discuss the budget.
2. Go to Senate.ga.gov. Go under the tab that is labeled Senators and do the same for your State Senators. D. Randolph felt it would be extremely helpful for both senators and representatives to have this information.

GEPS – STATE USE Program Report:

Shawn Pursley updated the Board on the State Use program and reviewed the contract status report.

Update on GVRA Activities:

Members of the Board discussed current activities at their facilities and the implications of the COVID-19 situation.

IV. New Business

Update Report of the Nominating Committee:

Dave Ward appointed a committee consisting of Leigh McIntosh, Lynn Smith and Mike Wilson. The committee will be meeting in the next several weeks. A notice will go out to the membership asking for nominations.

Approval of State Use Council CNA Contract

The SUC annually recognizes a nonprofit to run the State Use Program. GATES has had this position since the mid-1990's.

Approval of State Use Council CAN/DOAS/SUC Contract

Assuming GATES is approved by the SUC as the Central Non-Profit Agency this contract is signed by all three entities, SUC, DOAS, and the CNA, to enable business to be conducted. .

D. Ward asked for a motion to approve GATES request to continue to be the State Use program Central Non-Profit Agency and approve both contracts. Lynn Smith moved, Carrie Edwards seconded. MOTION approved.

V. Announcements

C. Hall reminded the Board GVRA was providing Customized Employment Training by regions beginning in May on a virtual basis. CRP's interested in the training should go on the GVRA web site to register.

The next quarterly Board of Directors meeting is scheduled for July 24, 2020 with the location to be determined.

There being no further business to come before the Board the meeting was adjourned at 12:15 PM.

Respectively Submitted,

Leigh McIntosh,
Secretary of the Board

Minutes prepared by,
Charles Hall, CEO, GATES