

Georgia Association of Training, Employment and Supports

Board of Directors Quarterly Meeting

January 28, 2022

via Zoom

Board members present:

Dave Ward
Mike Wilson
Lynn Smith
Leigh Mcintosh
Joel Prawucki
Myndi Kuhlmann Pryor
Larry Gluth
Leah Pontani
Meredith Champagne
Tricia Konan

Other GATES Members and Guests:

John McCain
Caitlin Hyatt
Dawn Randolph
Chris Wells

I. Call to Order & Approval of Agenda

A quorum of the Board membership was established. President Ward commenced the Board of Directors Meeting at 10:03 AM with a welcome to everyone. All Board members and guests introduced themselves. A motion was made and seconded for the approval of the meeting agenda. The agenda was approved as presented.

II. GVRA Update

Chris Wells, Executive Director of GVRA, provided a brief update on the agency related to the online referral portal, hiring practices and relationships with CRPs.

III. Approval of Board Minutes

Dave Ward called approval of October 22, 2021, minutes. One change was proposed to the minutes, Joel Prawucki should be listed as Secretary, not Leigh McIntosh. A motion was made and seconded for the approval of the minutes with the proposed change. The minutes were approved as presented.

IV. Program Updates

Finance Committee

Mike Wilson, Treasurer, and the Finance Committee met on January 25th to review the December financials.

Caitlin Hyatt provided an overview of the second quarter of FY22 financials (as of December 31, 2021). Year to date, GATES net income is -\$42,627, which is less than the budget projection of \$22,322 and (-\$12,104) better than the net loss on 12/31/2020 of (-\$54,731).

For GISN, the year-to-date net loss of -\$35,808 is (-\$34,581) more than the projected net loss of (-\$957) as of 12/31/2021. YTD net loss was better than the FY21 net loss of (-\$57,938). The GISN budget for the management fee was pro-rated during the year to increase quarterly. However, after October ASG did not increase the management fee in January. When the budget was developed, we anticipated a monthly increase in GISN revenue and accordingly the monthly management fee was budgeted to increase in Q3 by 12% (\$18,108/month) and in Q4 by 10% (\$20,090/month). ASG has continued to keep the management fee at the current rate of \$16,058.33/month and will do so for the remainder of the year. This will be evaluated quarterly.

GEPS YTD net revenue is (-\$7,704) which is less than the budget projection of \$20,373. Product sales continue to perform at less than budgeted levels and are lower than FY21. However, service contracts continue to exceed budget and the FY21 numbers.

Grant Application

Caitlin Hyatt provided an update on the status of the pilot VR program that GATES had proposed in a grant application that was due on October 31st. The grant notification was pushed from January 1st, 2022 to January 30, 2022. More details will be provided at that time.

GVRA Updates

Caitlin Hyatt gave an overview of the GVRA January 12th Board meeting.

There will be a GVRA provider Forum on Monday, January 31st and all GATES members with active GVRA contracts are encouraged to attend.

GATES members provided insights into their current relationships with GVRA and referral numbers.

Lynn Smith provided an overview of the rate committee that was formed by Sheila Pierce at GVRA. The hope is that the rates would increase in FY23.

Government Affairs/Legislative Update

Dawn Randolph provided an update the upcoming session. Randolph recapped the changes presented by GVRA at the FY22 amended budget hearing, and detailed the proposed FY23 budget. She stressed the importance of reaching out to legislators and hammering home the message about serving people with disabilities in GA. This is still important, despite little movement in the past few years. The rate increase that is in the works may be a good stepping stone for GATES CRPs to eventually see more dedicated and utilized funds.

GEPS – State Use Program Report

Caitlin Hyatt gave an update on GEPS service contracts. The total number of current contracts for FY 22 is at 26.

GISN Operations Update

Caitlin Hyatt gave an overview of GISN for six months into FY22. January has started to see some improvement and pick up on assignments. Currently, GISN has 167 assignments for January 2022 vs. 80 assignments in January of 2021. This is the highest we've seen in assignments this Fiscal Year since September of 2021. The assignment coordinators have been getting GISN added to the list of preferred vendors at various locations – convention centers, universities/schools, etc. Additionally, GISN is currently working with another agency to fill in when they can't find an interpreter. This has created a lot of long-term assignments. A lot of Universities and K-12 schools have started to reach out as well.

V. New Business

Location for future meetings

Caitlin Hyatt indicated that we will continue to monitor the format for the April Board meeting. Additionally, she encouraged the Board to begin thinking about topics for the Annual Meeting, in June.

There being no further business to come before the Board, the meeting was adjourned at 12:21 PM.

Respectfully Submitted,

Joel Prawucki,
Secretary of the Board

Minutes prepared by,
Caitlin Hyatt, CEO, GATES