

# Georgia Association of Training, Employment and Supports

## Board of Directors Quarterly Meeting

February 5, 2021

Virtually held via Zoom

### Board members present:

Dave Ward  
Mike Wilson  
Lynn Smith  
Leigh McIntosh  
Joel Prawucki  
Myndi Kuhlmann Pryor  
Larry Gluth  
Carrie Edwards  
Tricia Konan

### Other GATES Members and Guests:

Charles Hall  
Caitlin Hyatt  
Shawn Pursley  
Dawn Randolph

#### I. Call to Order & Approval of Agenda

A quorum of the Board membership was established. President Ward commenced the Board of Directors Meeting at 10:05 AM with a welcome to everyone. All Board members and guests introduced themselves. Larry Gluth moved to approve the Agenda. Lynn Smith seconded approval of agenda.

#### II. Approval of Board Minutes

President Ward called approval of October 23, 2020 minutes. On a motion by Joel Prawucki and a second by Larry Gluth, the minutes were approved as presented.

#### III. Program Updates

##### Finance Committee

Mike Wilson, Treasurer, and Charles Hall, GATES CEO, provided financial updates through the fourth Quarter of FY20. The Finance Committee reviewed the financials on February 3<sup>rd</sup>. Six months into the year(12/31/2020), total revenue is \$2.6 million with cost of goods/services at \$2.3 million. The Net Loss for the first six months is \$54K which is better than budget.

GASP has prorated income throughout the year, while showing a loss as of 12/31/2020, later in the year by 4<sup>th</sup> quarter it should be closer to break even.

GEPS is a positive net income. Our product sales against the budget are up 8% and service sales are up 4% over budget.

GISN is still struggling. In person interpreting assignments is increasing. VRI continues to increase but still under budget for revenue. It was reported in October that all staff was on 50% furlough as of 8/1/2020, with the hope that numbers would increase. In December ASG laid off one assignment coordinator and the remaining staff (3) remained on furlough. April Culpepper took a full-time job in January, so GISN is now operating with 2 assignment coordinators operating on 50% furlough (Full-Time every other week). C. Hyatt and C. Hall are handling the manager duties with April's departure. Hall noted GISN needs at least \$65,000 in revenue per month to break even. GISN has not been at a break even month since June of 2019.

Balance sheet – total equity is \$590K as compared to last year of \$692K. While GATES has lost equity, the organization is still financially strong with over a half million in equity.

Hall reported payments to work centers at \$2.2 million and all paid within 7 days of receipt.

### **Government Affairs/Legislative Update**

Dawn Randolph provided an update on the current session. The FY21 amended budget will be voted on and completed by February 12, 2021. The hope is to send it out to the governor very soon. The legislators are on a two-week planning schedule due to COVID precautions.

FY22 budget discussions may start the week of February 15.

Dawn is following up with representatives this week to educate them on some important issues regarding the GVRA budget and GATES line item requests. Ms. Randolph encouraged all board to follow up and maintain contacts with their representatives. She requested a number of the Board members to testify to the Human Resources Appropriations Sub-Committee. Members volunteering to testify included Lynn Smith, Dave Ward, Myndi Kuhlmann Pryor, Larry Gluth, Mike Wilson, Leigh McIntosh and Joel Prawucki.

Ms. Randolph noted that if anyone has a client or client's family that wants to talk about category closures that would be helpful and powerful.

The last time there was a line item in the budget (2013), there were 22 CARF Accredited organizations.

### **GVRA Updates**

#### **Update on referrals**

Not a lot of referrals coming. Tommy Nobis, not received any referrals in traditional rehab Recent success in Youth Services Division. Some Pre-ETS are coming through. Outside of Youth Services, no referrals.

Joel Prawucki, not seeing a whole lot either. He they wanted to get with a girl in community placed, but GVRA did not renew her A&I after 9 days. This speaks to lack of outcome measures.

Larry Gluth, BDI is pretty much in the same boat. Slim and none. Due to continued churn in the GVRA regional offices, they are just starting over. They are dedicating time trying to connect to with VR staff. It's one of those nothing to lose things. BDI feels like they're starting over with a lot of it. The VR staff contacts that have been made, have been encouraging. They seem to appreciate the outreach and ask how they can help. Once GVRA announced the closure of category 2 and 3, Bobby Dodd had to lay off two counselors.

Myndi Kuhlmann, Goodwill North Ga is focused on diversifying their revenue and their focus has not been on referrals this month. In order to survive, they have to diversify. So, her expertise is not being utilized on increasing referrals, where it should be. They have had some VR referrals, but there has not been very many.

All Board members noted every CRP has had to go about creating ways to stay afloat due to the lack of referrals.

#### **Quarterly Meeting – Feb. 8**

The meeting will be held 1 – 3 with VR Leadership. C. Hall asked for direction from the Board on the agenda. Suggestions included,

- Provide some explanation as to why the two categories were closed?
- Indicate impact of how those decisions on the CRPs.
- CRP utilization guide – would this be of interest? Used?
- When are categories 2 and 3 going to be back open again?

#### **CRP Utilization Guide/Report**

M. Pryor the utilization guide would be a good way to introduce our organizations to VR and provide a reference to what GATES CRP's can offer to VR clients. Lynn and Larry agreed and offered to help with an update.

#### **GEPS – State Use Program Report**

Shawn Pursley gave an update on GEPS products and services revenue. The contract RFPs have been slow. That could be because of the lack of interest in walk throughs.

He noted that DOAS had started a new program to discuss with the organizations about the pitfalls when you lose a bid. It serves them as well since it gives DOAS a larger bidding base that is competitive.

Due to the pandemic slowing down service contracts GEPS is behind on their quantitative measurements. GEPS goal is to average 15 bid opportunities to CRPs each quarter and currently GEPS is averaging 6. The goal is to average 12 new bids per quarter, with 6 new contracts. Currently GEPs is averaging 3 a quarter with two new contracts. Hopefully after the pandemic the number of RFP's will increase.

The State Use program employee goal for people with disabilities served is 226, currently the program is at 66 for Q1. There has been less people employed, but more hours of them being employed. This is probably due to increase in service contracts.

S. Pursley noted one item in the Quarterly report was several CRPs have commented they are having issues getting people with disabilities. Many of the governing entities in State Use programs across the U.S. have lowered their threshold from 75 to 50%. The Georgia State Use Council voted at the January 21 meeting to lower the ratio to 50%. The goal is still to aim for 100% but due to the pandemic some consideration needed to be made. This change is effective until the end of 2021.

**'Round the Table'**

Discussion on round two PPP funding eligibility and success in receiving funding. Also, review of how prevalent COVID has been in the CRPs was discussed.

**IV. Old Business**

Reset April Board Meeting Date. Moving from April 23 to the 30<sup>th</sup>.

There being no further business to come before the Board, the meeting was adjourned at 11:58 AM.

Respectfully Submitted,

Leigh McIntosh,  
Secretary of the Board

Minutes prepared by,  
Catlin Hyatt, COO, GATES