

Georgia Association of Training, Employment and Supports

Board of Directors Quarterly Meeting

April 30, 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 10:02 AM with a welcome to everyone. All Board members and guests introduced themselves. Lynn Smith moved to approve the Agenda. Larry Gluth seconded approval of agenda.

II. Approval of Board Minutes

President Ward called approval of February 5, 2020 minutes. On a motion by Larry Gluth and a second by Lynn Smith, 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 April 27.

Charles Hall provided an overview of the Financial standing of GATES. Year to date revenues are at \$3.96 million, budget was \$3.97 million so we are right on budget. Each of the different divisions of GASP, we are hoping to be on a break-even year. We are trying to keep expenses down as much as possible. We were hoping to bring in a new member with

Easter Seals of Southwest GA, but that looks like it will be around 2022. GEPS operations remain profitable. GISN is behind in revenue by \$41,000 but the loss has not been as bad as expected. Things have been picking up. Two staff members that were furloughed at 50% have been brought back full time as of April 12.

Establishment of Annual Meeting Date/Zoom?

The bylaws call for meeting to be held in June or by another time dictated by the Board of Directors.

Resolution to hold the Annual Business Meeting and Board Meeting on July 23. Mike Wilson moved, and Lynn Smith seconded, and the resolution was passed. The meeting will be held via Zoom.

Government Affairs/Legislative Update

Dawn Randolph provided an update on the current session. Not much going on right now in the policy world. The Governor has been very slow to sign bills. He has not signed the budget yet for the new fiscal year (2022). The Governor has a bill signing on Monday for 6 bills dealing with foster children and other child services. He then has until May 10 to sign other bills. If the Governor doesn't sign these, it just becomes law. He does have to actively veto legislation.

The current lieutenant governor will only run for one term, so there are a lot of candidates vying for that position. The census is a little behind and we are still waiting to see the numbers. Redistricting will likely happen in late Fall – Oct/Nov. That doesn't change anything for the upcoming session in 2022. It changes things in the election year for 2023.

From her perspective, Dawn elaborated on the efforts of the GATES Board with a line-item request. She believes that we were heard. It raised attention by a lot of legislators that were very surprised. Unfortunately, Chris Wells and Terry England do not want to move forward with the line item at this point. They wanted to give Wells a bit more time to get adjusted and move things along at GVRA. We did a great job on the House side; we have more work to do with the Senate. We need to get in front of Ben Watson and Blake Tillery. We also have work to do with the Governors office as well. It will be an election year.

GISN Operations Update

Caitlin Hyatt provided an update of the GISN operations since the last Board Meeting. Since January, revenue has been picking up and the number of assignments each week have increased. The target number is \$65,000 a month for revenue, and February and March were both above those numbers. As a result of the continued positive outcomes, the two assignment coordinators that were on 50% furlough were brought back full-time on April 12. ASG will cover the cost of this increase in expenses until the end of the 2020 – 2021 fiscal year. Staff meets weekly with Caitlin Hyatt and Charles Hall to discuss any issues, and outreach that has been done.

GEPS – State Use Program Report

Shawn Pursley gave an update on GEPS products and services revenue. First a review of the contract status report: We haven't had a lot of bids coming out because of COVID. There are a lot more contracts coming in recently, which is promising. One of the bids was lost by 33%. Shawn sends an analysis to the CRPs when a bid is lost that shows what percentage they lost by and other analytics. When people under-bid, they typically will get weeded out due to low performance.

SUPRA was and has always been a great resource for comparative conversations on what's going on across the country for State Use programs.

GEPS has averaged three bids a quarter with six new contracts secured this quarter.

Working Wonders will be in September, and at this point the plan is to meet in person.

Shawn does orientation for new CRPS on how things work, how to bid and how selection processes are handled.

Marketing email blasts were put on hold during these past few months due to COVID and its impact on availability. Now that things are opening, these should resume soon.

GVRA Updates

New Pre-ETS Program

A quick head count indicated around six of the attending Board members will be participating in the Summer GROW program with GVRA. The general sentiment of the Board was that this program wasn't going to really fix the overall lack of referrals from GVRA. Most of the programs are having to self-fund their work.

There were concerns about transportation to the program. The school districts are having trouble confirming transportation with the CRPs. Overall, there seems to be a lack of understanding and communication between the entities involved in the GROW program.

There needs to be a lot of pre-planning with school districts. The roll-out of this program is too late in the year to properly prepare the schools for this Summer program.

The GVRA staff on the information call and all around were looking for direction from the CRPs on how the program works. That is concerning. If the program fails, the worry is that GATES members will be blamed for not participating fully.

It was noted and appreciated that GVRA did reach out to GATES to get our insights on the program. Ideally, GVRA will do a review of the program after it ends to identify any areas for improvement.

It is unclear to GATES Members the requirement of transportation and lunch. This program appears to be an attempt to spend the monies allotted to GVRA that have not been touched yet.

Other GVRA Updates:

Discussion ensued regarding how VR is not reimbursing CRPs for interpreters. Additional conversation over competitive and customized employment and issues surrounding implementation. The last topic should be added to our list of discussion point for our conversation points with VR.

Organizational Updates

'Round the Table'

IV. New Business

Appointment of the Nominating Committee

Lynn Smith agreed to Chair the Committee. Two or three additional members need to be added. Larry Gluth and Dave Ward agreed to help on the Committee. All of our officers and 2 directors terms expire in June, but all can be re-nominated since all have only served only one term, except Leigh McIntosh. She must step down as Secretary, but Leigh can be nominated to one of the open Director posts.

Approval of State Use Council CNA Contract

Every year the State Use Council has to designate the Central Non-Profit Agency. Leigh moves to approve the State Use Council CNA Contract. Myndi seconded. Motion approved.

Approval of State Use Council CNA/DOAS/SUC Contract

This is the three way contract between the State Use Council, Central Non-Profit Agency and DOAS. Tricia Konan moved to approve the State Use Council CNA/DOAS/SUC Contract and Larry Gluth seconded. Motion approved.

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