

Georgia Association of Training, Employment and Support, Inc.

Board of Directors Meeting

Friday, April 21, 2023
10:00 AM
via Zoom

Board Members Present:

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

Other GATES Members and Guests

John McCain
Kimberleigh Moore-Willis
Caitlin Hyatt
Sheila Pierce
Chris Wells
Shawn Pursley
Jared Thomas

I. Call to Order & Approval of Agenda

A quorum of the Board membership was established. President Dave Ward commenced the Board of Directors Meeting at 10:02 AM with a welcome to everyone. A motion was made and seconded for the approval of the meeting agenda. The agenda was approved as presented.

II. Mission Moment

Larry Gluth showed a video of the great work that Bobby Dodd Institute is doing.

III. GVRA Update & Q&A

Guests Chris Wells, and Sheila Pierce provided an update of what is happening in the agency. The focus for GVRA in the coming months will be on reducing and changing the number of restrictive policies that the agency has in place, identifying a new case management system, and increased marketing for the agency to drive referrals. GVRA will be outlining the new changes to their existing policies in email communication and in a live forum. During the RFP process for a new case management system, GATES members, along with other CRPs will be asked for their input on what is working and what improvements can be made. Regarding the marketing, a member requested that the agency look into internal marketing in addition to external marketing. Communication in the agency needs to be improved and counselors should be brought up to speed on new changes and efforts. This will help with referrals and generating awareness of the programs and trainings put on by the CRPs that stand ready to serve Georgian's with disabilities.

Wells also indicated that the meeting with RSA has brought about increased pressure on fulfilling the required 15% spend in pre-employment transition services. In addition, RSA would like to see more outcomes with measurable skills

gains. Examples of this would be a hospitality program that Goodwill has, or any number of the other CRPs who have programs in healthcare or other opportunities.

Approval of January 27, 2023 Board Minutes

President Ward called for the approval of January 27, 2023, minutes. A motion was made and seconded for the approval of the minutes. The minutes were approved as presented.

IV. Committee Reports/Updates:

Finance Committee Report

Mike Wilson, Treasurer, and the Finance Committee met on April 19 to review the March 2023 Financial report.

Caitlin Hyatt, GATES CEO, then provided a review of the GATES financials as of March 31, 2023. Year to date, GATES is net positive \$126,857, with GASP coming in at a net negative (\$11,845), GEPS at a positive \$38,353 and GISN at positive \$100,247.

GASP's current state is of most concern since the membership dues and membership numbers have dwindled in the past few years. As the revenue from GVRA to CRPs has dwindled, so has the participation in GATES. This has affected the reserves in the bank account, and therefore, considerations will need to be made in FY24 for expenses in GASP. Any expenses that can be allocated to GISN or pulled from the reserves there will be done for the remainder of FY 23.

GEPS Service contracts are down compared to last year and the budget, but product sales are really picking up.

GISN has seen continued improvements over the past year. Most of the success can be attributed to the number of ongoing assignments at universities and high schools.

Payments to work centers – 100% of these were paid in 7 business days or less.

Organizational Updates

The various CRPs in attendance provided updates on what is happening at their organizations. After this update, GATES members briefly discussed their experiences with GVRA and subsequent recommendations.

Legislative UPDATE

Jared Thomas of Garst Thomas Public Affairs provided an overview of the work he has done since the October Board meeting and a recap of the legislative session. Thomas has had several meetings with Chris Wells of GVRA, Sheila Pierce, and Caitlin Hyatt of GATES. While the open dialogue with GVRA has been helpful, this did not turn into a dedicated line item for the GATES members. Discussion ensued on the plan for the next year, and legislative session. Conversations with Wells and the staff at GVRA should continue, but a focus on outreach to the Governor's Office of Planning and Budget will be added. We need OPB to restructure the current agency, allowing for a funding silo for CRP programs that will remain encumbered and not be mixed with other funds that flow through GVRA. This would be appropriated outside of the balance of the GVRA budget and allow for transparent tracking year-to-year. This will also allow for providers to draw down the maximum federal match that has not been done in a decade.

Additionally, we need to continue our push to express the concerns that Georgian's with disabilities are not being served by GVRA in it's current infrastructure. GATES members are serving individuals and doing this despite GVRA. Something needs to change. This should be articulated to Katie Dempsey and any representative or appropriate State Senator who is in the CRP's district.

GEPS/State Use Council Report

Shawn Pursley provided an overview of the service contract status for GEPS. While overall contracts are down, GEPS recently won a large custodial contract with Georgia Piedmont College. Additionally, GEPS has 11 Department of

Human Services contracts that were going out to bid due to issues on their end, but due to time, these have been extended for one year.

Pursley spoke briefly about the operational plan for FY23, and provided an overview of the products that were added to other State Use Programs. At the last Council Meeting, a new CRP was added to the State Use Program.

Hyatt discussed the findings from the first meeting of the GATES Task Force. The next meeting is in May. The focus remains on improving the opportunities for CRPs in getting products added to the mandatory list or a new service contract. Marketing is a key opportunity here, as well as continuing to stress the importance of the mandate.

Georgia Interpreting Services Network (GISN)

Caitlin Hyatt provided a brief overview of GISN activities.

V. Old Business

Appointment of the Nominating Committee

In accordance with the Bylaws, the Board appointed a nominating committee to determine the next slate of officers for the terms to begin on July 1, 2023. The committee will consist of Dave Ward (chair), Lynn Smith, Larry Gluth, and Tricia Llewellyn Konan.

The GATES 2023 Nominating Committee met asynchronously (via email) during February and March to discuss the terms and positions to which nominations are to be considered.

Under the GATES bylaws officers serve a two-year term and are up for election in odd numbered years. Directors serve three-year terms. All Officers and Directors are limited to two successive full terms in the same position. The committee recommends the following individuals for nomination as GATES Directors at the 2023 Annual Meeting,

Office/Director Post:

Nominated for election:

Dave Ward is completing his second term (expiring 6/30/2023) as President and is ineligible for renomination.
President (Term expiring 6/30/2025)

Myndi Kuhlmann Pryor
Goodwill of North Georgia

Myndi Kuhlmann is completing her second term (expiring 6/30/2023) as Vice President and is ineligible for renomination.
Vice President (Term expiring 6/30/2025)

Mike Wilson
New Ventures

Joel Prawucki is completing his first term (expiring 6/30/2023) as Secretary and is eligible to be renominated.
Secretary (Term Expiring 6/30/2025)

Joel Prawucki
Easter Seals of Middle Georgia

Mike Wilson is completing his second term (expiring 6/30/2023) as Treasurer and is ineligible for renomination.
Treasurer (Term expiring 6/30/2025)

John McCain
Easter Seals of Southern Georgia

Leigh McIntosh is completing the unexpired term of Joel Prawucki who was nominated to serve as Secretary in 2021. She is eligible for renomination.
Director – Post 3 (Term Expiring 6/30/2026)

Leigh McIntosh
Creative Enterprises

Tricia Llewellyn Konan is completing her first term in Director – Post 4 (expiring 6/30/2023) and is eligible for renomination.
Director – Post 4 (Term Expiring 6/30/2026)

Tricia Llewellyn Konan
Goodwill of Southern Rivers

VI. New

Business

Approval of the State Use Council / CNA Contract and Approval of the State Use Council/CAN/DOAS Contract
As with each year, we need to approve the contract that designates GATES as the Central Non-Profit Agency for the State Use Council. The contract has one tiny change to Section II. Business Name

The activities and functions of the State Use Program shall be provided under ~~the program name~~ **Georgia Enterprises for Products and Services**. ~~This trade name~~ As a duly authorized extension of the State Use Council, GEPS shall remain with the State Use Council without regard to designation of the central nonprofit agency.

A motion was made to approve the State Use Council and CNA contract revisions as presented. The motion was seconded and there were no dissensions. Motion passed.

A second motion was made to approve the contract between the State Use Council, Department of Administrative Services and GATES as the Central Non-Profit Agency (CNA). The motion was seconded and there were no dissensions. The motion passed.

There being no further business to come before the Board the meeting was adjourned.

The next quarterly Board of Directors meeting is scheduled for July 28th with the location to be determined.

Respectively Submitted,

Joel Prawucki,
Secretary of the Board

Minutes prepared by,
Caitlin Hyatt
CEO, GATES