

Georgia Association of Training, Employment and Support, Inc.

Board of Directors Meeting

Friday, October 28, 2022

10:00 AM

Goodwill of North Georgia, 2201 Lawrenceville Hwy, Decatur, GA 30033 & via Zoom

Board Members Present:

Myndi Kuhlmann Pryor

Joel Prawucki

Leigh McIntosh

Mike Wilson

Larry Gluth

Lynn Smith

Leah Pontani

Meredith Champagne

Other GATES Members and Guests

John McCain

Caitlin Hyatt

Shawn Pursley

Sheila Pierce

Chris Wells

I. Call to Order & Approval of Agenda

A quorum of the Board membership was established. Vice President Myndi Kuhlmann Pryor 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. GVRA Update & Q&A

Guests Chris Wells and Sheila Pierce provided an update of what is happening in the agency. There have been a few staffing changes and a rearrangement of the organizational chart. Mr. Wells and Ms. Peirce agreed to follow up with an updated org. chart after the meeting. Jeff Allen is moved into more of a policy role. Jennifer Howell has been having virtual meetings across the state with providers to meet with the district managers.

There will likely be another ask from GVRA to the legislature to get an increase over the \$5,000 that was added last year to the counselors and their supervisors. This is to remain competitive and retain employees. The referral process is still ongoing. The portal is still not linked through an API to Aware yet, but the goal is to hopefully make that happen soon – ideally by Mid-November.

Approval of July 22, 2022 Board Minutes

Vice President Kuhlmann Pryor called for the approval of July 22, 2022, minutes. A motion was made and seconded for the approval of the minutes. The minutes were approved as presented.

III. Committee Reports/Updates:

Finance Committee Report

Mike Wilson, Treasurer, and the Finance Committee met on October 24th to review the FY22 Audit and recommended Board approval. A motion was made and seconded to approve the FY22 audit as presented. The motion passed unanimously.

In that same call on October 24th, the Finance Committee reviewed the Form 990 and recommended Board approval. A motion was made and seconded to approve the Form 990 as presented. The motion passed unanimously.

Caitlin Hyatt, GATES CEO, then provided a review of the GATES financials as of September 30, 2022. FY21 year End for GATES (June 30, 2021): -(\$30,720), with GASP ending at -(\$6,918), GEPS ending at +\$27,897 and GISN ending at -(\$51,598). For the month of September, GATES ended with a positive \$14,916, which broke down to a net positive for all arms of the association (GASP, GEPS and GISN) for that month.

Year to date, GATES is net positive \$25,758, with GASP looking at a net negative (\$9,361), GEPS at a positive \$27,843 and GISN at positive \$7,276.

GEPS had a few more expenses due to increase in travel with things opening back up. Service contracts are down compared to last year and budget, but product sales are really picking up.

GISN has been positive every month thus far, except for July. We had the highest revenue for GISN in over two years. Private assignments continue to be our strongest revenue generator. Atlanta Public Schools has decided to offer GISN an ongoing assignment and we were able to find an interpreter that lives close to the assignment location. That has brought in a fair amount of revenue. A&I Assignments have picked up, but GISN just signed our new contract in mid-October. The new rates don't allow for GISN to be reimbursed for the interpreter's travel time or mileage. Hyatt created a worksheet that the assignment coordinators can use to determine if we will profit, prior to accepting an assignment.

Balance Sheet – Hyatt highlighted the receivables for GISN. With the increase in assignments, GISN Accounting staff have spent a fair amount of time trying to collect outstanding invoices for assignments for GISN. GISN pays interpreters biweekly for their invoices. Some customers are extremely slow in paying. GISN did borrow from the line of credit a few times to pay interpreters but will pay the LOC back soon so that there isn't a balance there. GISN faced this same issue in the Pre-Covid times when there was a higher number of assignments.

Payments to work centers – 99.98 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. Larry Gluth provided insights into the new Bridge Program that was instituted this year. It was created to target individuals who are neurodiverse and provides them with the skillsets to get a career in IT fields and higher paying jobs than entry level. GVRA has approved this as a program for this upcoming year, but Bobby Dodd is doing the recruiting for it. Similar programs have placement rates in the 90% range and 80% graduation rates, and Gluth believes that their program will produce similar numbers.

When asked about the number of referrals that have been received since categories 2 and 3 have opened in July, most members indicated that they have seen an increase. Easter Seals Middle Georgia indicated they have seen an increase but many of the referrals are lower functioning. Goodwill of Middle Georgia and the CSRA saw a big influx of referrals in the beginning (July/Aug), and some areas where referrals aren't typically routed from are also seeing an uptick (Lake Oconee and Dublin). Goodwill of North Georgia sees

more and more referrals each month. Goodwill of Southeast Georgia saw referrals come through the week they signed their contract.

One CRP mentioned that they are seeing incomplete paperwork for Pre-Ets referrals with GVRA. Since GATES members are CARF accredited, they are required to maintain completed paperwork on all individuals that are served.

Legislative UPDATE

Jared Thomas of Garst Thomas Public Affairs provided an overview of the work he has done since September and the plan moving forward for the legislative session. Thomas has had several meetings with Chris Wells of GVRA and Caitlin Hyatt of GATES. Thomas has met with Representative Katie Dempsey to discuss her thoughts on GATES, GVRA, and what has been done in the past. In addition to these meetings, Thomas met with Brad Bohannon with Governor Kemp's office to discuss his insights on the current situation.

Moving forward, the plan is to continue this open dialogue with GVRA to ensure that everyone is aware of the short falls and where things could be improved upon. A meeting is currently in the works with Rep. Dempsey, Chris Wells, Jared Thomas, and Caitlin Hyatt of GATES to discuss the issues at hand. The meeting will likely occur after the November 8 election is concluded.

Goals for 2023 are: a Budget line item for GATES providers, transparency in GVRA budgeting, improved referrals, budget restoration to a minimum of pre-covid levels, and clear line of communication of legislators, administrators, and CRPs to ensure accountability.

Caitlin Hyatt noted work would need to begin soon on the 2022 Economic Impact Report. Ms. Hyatt asked for a motion to engage Gay and Joseph as a third party to collect the data needed for the report. Lynn Smith made the motion, Larry Gluth seconded. Motion Passed.

In addition to the Economic Impact Report Data, Ms. Hyatt indicated that it would be helpful for the CRPs to send information on the number of referrals and contract utilization from 10 years ago, 5 years ago and present. This data would be instrumental in discussions with GVRA and legislators. Ms. Hyatt will be sending the request to the members in the week that follows.

Georgia Enterprises Report

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

Georgia Interpreting Services Network (GISN)

Caitlin Hyatt provided a brief overview of GISN activities. Assignments are picking up and the coordinators have been busy with the implementation of increased customer and interpreter rates.

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

The next quarterly Board of Directors meeting is scheduled for January 27, 2023 with the location to be determined.

Respectively Submitted,

Joel Prawucki,
Secretary of the Board

Minutes prepared by,
Caitlin Hyatt
CEO, GATES