Randolph Sheppard

April 6th, 2018

FRANK GAFFNEY: Begin the meeting. First thing call to order. Roll call of committee members.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

EARL HEBERT: Earl Hebert, Lafayette.

EMMA PALMER: Emma Palmer, Shreveport.

HERBERT READO: Herbert Reado, Leesville.

FRANK GAFFNEY: Frank Gaffney. Welcome by Frank, that's me. Everybody welcome. Everybody is welcome. Roll call. Remarks by Steve.

STEVE DEBRUHL: Agree with Frank. Everybody is welcome. Chauntey does have a sign in sheet so let's make sure everybody gets a signature. We want to keep it short and sweet today. I will address other things as they come up.

FRANK GAFFNEY: Introduction, you did that.

STEVE DEBRUHL: Chauntey Carter and Mr. Kevin Monk.

FRANK GAFFNEY: Guests.

SHIRLEY B THIBODAUX: Shirley B Thibodaux, Baton Rouge.

JOELLEN: Joellen, Leesville, Fort Polk.

LYNN BLANCHARD: Lynn Blanchard, Affiliated Blind.

LEE FRAZIER: Lee Frazier.

STEVE DEBRUHL: And Lynsey Hebert who is taking our notes today.

FRANK GAFFNEY: Review of agenda. Everybody looked at their agenda yet? It's going to be a short sweet one. A lot of things on there are going to be merged together and we'll get to that when we go into new business. But it's still listed under old business. Some of it I will be skipping over. Approval of the minutes. I read them again, word for word. Takes a little time, but you get every bit of information.

SHELLY LEJEUNE: I make a motion the minutes be approved.

HERBERT READO: Seconded.

FRANK GAFFNEY: All in favor. Next page. All right, old business. Update on federal prisons.

STEVE DEBRUHL: Old business number one, Buck. Number two, golf carts. Are we on the same page.

FRANK GAFFNEY: Number one is Buck.

KEVIN MONK: Since our last meeting I have sought additional guidance and that guidance is still forth coming to me so I do not have anything further after the last meeting. I apologize, but that's what I have.

EMMA PALMER: So we just resubmit that?

FRANK GAFFNEY: It's still on the records we want a written request. Just doesn't have the information to present yet.

KEVIN MONK: As soon I get something I will make sure you guys get it.

FRANK GAFFNEY: The next thing, a few are going to be joined together and we will discuss them under new business during regional training. Which is golf carts and resignation letter changing from two weeks to a month. And opening and closing inventory. Equipment inventory, merchandise inventory. Those will be joined under new business to be conducted at upward mobility training. Next thing is federal prison now, which is Kevin.

KEVIN MONK: Actually Steve, not me so much. Steve has reached out to the folks at federal prison. We don't know what's going on up there, whether emails are going to some kind of a black hole. Anyway, we're not getting a very good response, or any response, are we Steve.

STEVE DEBRUHL: Not really. I talked to Cynthia the attorney about possibly sending them a letter so we're working on that. Because it's a federal prison sometimes I think the emails went through then maybe two weeks later it was undeliverable. There was a change in warden up there. I wish I had a better update. I don't. We are getting an enhanced commission since our initial going to them. Three times what we were getting before. I know the idea is to make that a manned location at some point. We are receiving money from the trust fund from them.

FRANK GAFFNEY: Any questions? Update on LWC. I think that would involve that triage.

STEVE DEBRUHL: Right now it's set up as micro market on full service. That was not our original intention, it was to always have a manager there. We own all the items in the market. The refrigerator, shelving, camera. With the exception of the kiosk which is what you pay for. Refreshment Solutions owns that and they're doing the process. We did some research and you can probably get a terminal, buy the terminal for around 3,500‑dollars.

KEVIN MONK: I think one of them may have been as low as 2000.

STEVE DEBRUHL: Right. This particular one will take credit cards and has a validator. People came to LWC and gave a demonstration. We talked about it for a good hour. And they were going to send us the information on the cost. They were using other blind merchants in Florida. I never heard from them again. I actually called her about a week later she never returned my call. I used to sale radio advertisements for like 15 years, that's not the way a salesman does it. Not going to chase her to give her money. But I have another one called micro 360 markets. He's sending me a package today. Basically the way it works you pay a percentage on the processing. Up to like 300‑dollars a month max. That's if you're blowing and going. Otherwise, based on 5 percent of sales. That covers the terminal, all the processing. Another company handles the refunds. If somebody has a problem they go to them. Also you don't have to have a cashier if you have that. That's the component we're missing. We'll get that done. Probably this time next time have a much better story to tell.

FRANK GAFFNEY: Any questions?

HERBERT READO: On that kiosk you're still trying to get it where it be operated by a manager.

STEVE DEBRUHL: Correct.

HERBERT READO: I was traveling somewhere and I stopped at this restaurant even though they had the regular food they had a kiosk in the area and if you wanted to order a hamburger or hot dog you went to the kiosk and keyed it in and someone in the back got it and brought it back to you. I thought that was a neat set up.

STEVE DEBRUHL: Where was that at?

HERBERT READO: I think I was going into Leesville that day, a restaurant, I can't think of the name of it.

STEVE DEBRUHL: In Texas a Buckie's like a Wal‑Mart gas station. That's more like a POS system sends it back to the kitchen.

FRANK GAFFNEY: I was at Chili's last night that thing at your table you can order on. Basically same thing I think you pay and everything right there at that little computer.

HERBERT READO: You can leave everything in tack and put the manager in the back and fix the food put a label on it and give them a number and call it out.

STEVE DEBRUHL: Definitely set up to pay that way. Everything is based on a UPC code. If you're making your own stuff like a salad you have like a generic UPC code.

HERBERT READO: I think you have to pay at that kiosk in advance and then you go fix it.

STEVE DEBRUHL: We might be getting a little ahead of ourselves.

KEVIN MONK: If you can think of which restaurant it was let us know.

STEVE DEBRUHL: Just another way people are trying to cut down labor cost.

EMMA PALMER: The hotel wanted to let everyone know they say someone in here ordered coffee and they said coffee wasn't in the contract for this room this morning. So you would have to go get it in the cafeteria.

SPEAKER: If you need coffee we can work on that if that's helpful.

FRANK GAFFNEY: Moving on. Owing money, which is Kevin. He's working on getting everybody who owes money know they have to get paid or else.

KEVIN MONK: I have no further update at this time other than what Frank said. We're getting together a list. The current managers that are managing a location who owe money that's a given. The guys that are out of the program that are not currently managing a location who owe money they're going to be a lot harder, probably, to collect from.

STEVE DEBRUHL: There are three that we have identified. I have talked to each one of them. They're going to try to start trying to make payments.

FRANK GAFFNEY: Any discussion? Moving onto the next one, opportunities on military bases. Which we were talking about vending opportunities which is being researched. That's Kevin or Steve.

STEVE DEBRUHL: We had a meeting with the highest authorities in the agency and we talked about sending, like for example the Bell Chase Naval Air Station trying to get the vending machines. We need to send them an application request for permit. That's something Ava has to sign off on. But they told us they would work with us on that. And again, that would come from Cynthia with Ava's signature. We're working on that. With the legislative session being in things haven't been moving as quickly as we like. Right now Belle Chase Naval Air Station is our first one.

FRANK GAFFNEY: Any discussion? All right. Any other old business anybody would like to bring up? All right, moving onto new business. First item is 1099s which Kevin informs me they were put in the mail this week you should be receiving them.

KEVIN MONK: The issue with the 1099s when we put in the information for your stipends your 2,500‑dollars on our end there has to be a code that goes in a specific box and it triggers the generation of the 1099. We're going to make sure that we put this code in the box next time and so you should get your 1099s on target hopefully at the same time you get any other tax documents that you would have. So they did go out this week. So those of you who left home yesterday they may be sitting there waiting for you now, if not probably be there when you get home.

FRANK GAFFNEY: Any discussion? Moving on. Update on Delgado new campus. Steve.

STEVE DEBRUHL: The River City Campus is what it's called. That's Westwego. There is another school there, but a big auto race track in the PGA golf course. Kind of in the back there. A beautiful building. When you go to your left a lot of tables and chairs and a snack shop right there on the first floor. A bank of probably four vending machines there as well. We met with them a long time ago getting equipment, where we're going to have, where we're going to put it. Whether it be a 110 or 220. We go look at it, it's kind of framed in. I could see eclectic lines running everywhere but where it needs to go. We had a meeting and the architect admitted he didn't review anything we gave him. They had to go back and change it. It's going to be set up probably we want to have vending machines over there in July. Probably going to have summer school. Looking at September for the fall semester to be open in the snack bar. As part of Delgado City Park Johnson will be staffing that. I could see him stopping there on the way from Houma in the morning. While I got Delgado a while back we started talking about Scott McGee, Scott was removed from the location August 15. So we finally had the arbitration, he filed arbitration. His attorney kept looking for delays and delays. We finally had it. It was an all day affair. We went to Delgado's campus in City Park and we had 11 witness, no I think we had 9 witnesses, Scott and his attorney. Our attorney had a book of evidence that was 250 pages and Scott had submitted three late 714 forms. So basically we went through it and the judge ruled in our favor. Removed Scott from the location. That's been lingering out there for a while, but it's over with. LWC was correct removing him from the location. We didn't remove his license, his permit. Technically he's still a manager. He has to pay back the money from his initial inventory before he can bid on another location. Those were the ones Kevin and I were talking about trying to get money back from those is going to be tough. Geislar who left she is actually in the program in Texas. And she has been sending us money every month. People do pay their bills. She has been paying. She wants to come back here, but she knows she has to pay her bills before she comes back.

FRANK GAFFNEY: Any discussion? Moving onto the next one. We're going pretty quick, but we're trying to get done so we can get to this healthy vending. Update on VA.

STEVE DEBRUHL: The VA hospital in New Orleans we have four machines there, two snack, two drinks. Mike McManus when he was at NASA he was servicing both locations. He's since gone to Federal City. We put this location out to bid. We had five people. I don't know if you all saw the bid letter, but includes eight machines at NASA and the four machines. I think it was 11 machines at NASA and the four machines at the VA. The four machines at the VA are doing twice the business. NASA did give us a big storage area which we lost in the tornado. The plan is use the NASA storage unit and service those machines and service the VA machines. We had four managers apply for the location, one is a satellite. Actually we have three managers. That application deadline was last week. Probably going to have a conference call on Monday with the selection committee and make a recommendation.

FRANK GAFFNEY: Mike called me Monday cause he was tickled. Monday he has the credit card readers on all his machines except two or three at NASA. And on Monday he ran 549‑dollars on a Monday between the two locations. That was one day. And it runs about, people talk about credit card readers at certain places he's running between the two locations running over 800‑dollars a week in credit card sales.

KEVIN MONK: If you don't have credit card readers on your machines might want to take a look at it. I know not every machine deserves one, but that's some pretty good numbers.

STEVE DEBRUHL: I was looking at the sales last year. A tornado hit NASA, 22 machines down to 8 and got a couple more. He is doing more business in one day now than he was doing then. He also took over operation of Federal City. The goal is to get him focusing on Federal City and get another manager for the other machines. Definitely went from rags to riches. VA needs to be done at least three days a week. Full time location, really good location.

FRANK GAFFNEY: There's no stock there. You have to bring everything there with you.

NICKY GACOS: Is it okay if I speak. Just to go on credit card readers, the last percentage at NAMA a couple weeks ago was at 65 percent sales at vending machines are now cashless. In fact, the nicest new machines are 100 percent cashless. So there's no bill validators, no coin mech, don't have to worry about repairs. And either takes apple pay or debit card or credit card. And more product that can go in the machine. And a lot less repairs and stuff like that. Sixty‑five percent of sales now at vending machines are cashless.

EMMA PALMER: I had a coke machine it wouldn't take cash because the machine wasn't working right, but it was taking the credit card.

FRANK GAFFNEY: Any other discussion?

NICKY GACOS: With the VA, does the VA also have vending machines?

STEVE DEBRUHL: There's a big cafeteria run by Canteen Services which is the VA program. And then there's spots for four others machines. Our machines are by the cafeteria. There's a spot for the machines by the emergency room, which we talked to them about. And then actually buy some machines for that and then they stepped in said that's for Canteen Services. But the guy came to us about two weeks ago, they contacted us first of December, we have machines in there after Christmas I think. They told them the same time. If they don't put the machines in there, come back to us. There's potential there.

FRANK GAFFNEY: As soon as that all gets set up I know Steve will be sending me all the information of contact people. There's a big VA in Shreveport and I will be going over to see those people because I'm 100 percent service connected veteran, the President of the Blind Veteran's Association of North Louisiana. And our meetings are at the VA. I'm going to be trying to push they give us at least some kind of location and a new building or something. Just going to point it out to them, see what we can do. The next one is new location says in Baton Rouge, but I believe it's Lafayette. Wildlife and Fisheries.

STEVE DEBRUHL: I talked to Paul yesterday. It hasn't happened yet. They are looking to consolidate like the Opelousas office and New Iberia office to the Lafayette office. At that point close those two locations and push everybody in a bigger location. Got Paul researching that. We don't have the vending machines over there, third party. We haven't been approached, but he's going to try to see as far as the opportunity. Get the building population if there's enough people there. There is a development there. Kyle has machines and a snack bar at that building. Housing Authority Baton Rouge I think it was. They had some machines in there, but wasn't really adhering to the Randolph Sheppard policy and procedures. Mr. Yogie was in there so got him out. We were able to add six machines to the location in three different buildings. All in the buildings next to him. I think it's maybe three quarters of a mile from one building to another. He's able to service 60 machines.

FRANK GAFFNEY: Any discussion on that? Moving on which is a big one, RSA update.

KEVIN MONK: We just had underwent monitoring by RSA. We're still under the monitoring process. It began by we had a couple teleconferences, three or four back in January. And then mid March they came down for basically a week of intensive onsite monitoring and we're still responding to questions. And one of the issues that came up was the issue of prior written approval. That's a big deal across the country. What happened was there was an exemption that was in effect for 20 years or better. The exemption essentially it aged off. There was a new regulation that came out and it preempted everything, all other prior information. And so what happened was we had to start getting prior approval for certain expenses. Among these expenses that we have to get prior approval for prior to the RSA visit I thought it was mainly just equipment that cost over 5,000‑dollars. That's any one piece of equipment that cost over 5,000‑dollars we have to get approval from RSA to purchase. Well I learned that it is much bigger than that now. And as many as you probably heard from Frank is we have to actually get, we learned in the past couple days, that we have to get prior approval for you guys to travel to the EC meetings, for the Louisiana Rehabilitation Council to travel to council meetings, and for the Independent Living to travel to their meetings. This is a much, much bigger thing. There are all kinds of things now we have to get prior approval. Those are the big ones I think are probably going to affect LRS. What are we doing to try to fix it. We're doing a couple things. First of all we're gathering the information as far as what we expended on your meetings, on Louisiana Rehab Council meetings, so on and so forth. We're going to try to submit for a blanket approval for an entire year of meetings. Hopefully that will fly. This is still very new. We have actually got some information from Minnesota on a form that I think will work in terms of if accepted by RSA change Minnesota and put Louisiana on it. Hopefully it will fly. The other thing that we're trying to do in terms of equipment Steve got with the RSMAs and trying to project anything that we have that may exceed 5,000‑dollars in the next six months. And of course there is stuff Shelly like the steamer you want or need. There is several items on that list that exceed 5,000. So what we're going to do is pull this together and try to get prior approval for items that we think may be coming up or that we know are coming up. Now are we going to be able to predict all of it, no. Obviously not. So there could be some items if you have one of your larger coolers or something that go out that could be something that we get hung up with that may take a while. At least we do know now who to request approval from at RSA. So right now it's becoming a little clearer to me, but we still have a lot more questions than we do answers right now. That's kind of the update.

FRANK GAFFNEY: I was trying to tell them it's not just us.

KEVIN MONK: No, Nicky could tell you it's all across the country.

NICKY GACOS: If a blind student needs a computer. It's not just Randolph Sheppard. It's crazy is what it is. We met with the acting commissioner of DC a few weeks ago find out the problem was taken out before the Trump administration at OMB, Office of Management Budget. We're trying to get a meeting with them. It's been in existence for 25 years and never been an issue with it. But in Washington now where regulations are being taken away, less regulations on small business, this is one of the biggest regulations you can put. By the time you put in for request of a vending machine, we've seen this already, people are asking the agency hey where is my vending machine, oh we sent it to DC we haven't gotten approval, they say they haven't gotten it yet. How are you going to compete with the world if you can't get a vending machine or refrigerator in a timely manner. And just the fact everything has to be preapproved is whether you set aside money, I know you don't have set aside here, but some states are facing that. Who is going to approve these big budgets. Then we asked what about if we just ignore and do it. If the state auditor comes in and says did you get prior approval then you're in trouble because you didn't get prior approval. But we are working on it. We're trying to get a meeting. There has been new commissioner named for RSA. He's an X agency guy from Nebraska. We know he is against prior approval. Wants to get rid of it. Depending on when he gets confirmed could move faster. It's just crazy that meetings and agendas have to be approved. Not just expense, but agendas have to be approved. If you don't have a good agenda you might not get approval for travel either. We asked the acting commissioner why can't we just get this fixed. No, you won't be able to do that. But again, Washington is getting rid of regulations and now putting this major regulation on us. I don't think it's fair to people with disabilities and people who are blind. We're really working on it. Get my first plug in here, next month we'll be having a critical issues conference in Washington and that is one of our issues, prior approval. We're going to go to Congress and tell them how crazy this is and see if they can help us get rid of it. Through the Department of Education we have a good connection, Congressman Pete Sessions who is the Republican Congressman in DC. We met with him last month. Turns out he has one son with down syndrome and another son who has RP and he's going blind. He has a big heart to help us. He helped us with a DOD issue. He's going to help us with this prior approval. We're going to go to the hill May 21st, 22nd, 23rd. Love for you guys to come. Going to be on rest area commercialization and prior approval. Two of the issues we're going to talk about.

FRANK GAFFNEY: Like Nicky was saying even the agenda. We have pre approval for Safe Rush they would pay for our registration and then when the agenda came out RSA revoked the prior approval cause they didn't approve the agenda. I believe I was told RSA was running how many shorthanded, a whole bunch of people.

NICKY GACOS: When me and Jessie were there they were going to hire somebody else then he left and they were going to put in for two jobs. So we're going on over two years that Jessie has been by himself. If you walk in the office there is nobody in the cubicles. They had 200 people on staff and now down to 180 at RSA, the legal, everything. And Jeff Rosen who was the attorney left and we were kind of happy about that, but the new attorney is so overwhelmed with arbitrations and prior approval. With so many rules. There's been some states waited 18 months for their rules. That's just total ridiculous. How do you go through different rules if they're not approved by RSA and they have to be approved. But they're so short handed. People have applied, been interviewed, but they just haven't pulled the trigger to hire. They tell us they're going to hire in the next month or so through a special detail they can hire people who are blind. We're hoping they do because Jessie can't do it much longer I can tell you.

FRANK GAFFNEY: I'm asking these questions because I want everybody to realize it's not just our state the problems we're having. Quite a bit. Nicky are you coming to the meeting tonight.

NICKY GACOS: Yes.

FRANK GAFFNEY: In case anybody doesn't know, 7:00 tonight a merchants' association. Which I belong to, Lee belongs to, Shelly belongs to. It's for Randolph Sheppard managers. And I do have applications with me and if anybody wants to come to the meeting tonight at 7:00. Anybody is welcome to join.

NICKY GACOS: I will be around all day and tonight till tomorrow morning. So if anybody wants to talk I'm here. We did get prior approval for the conferences in May.

FRANK GAFFNEY: Merchants does help us to save a lot. If the state has a question on something they can contact them and they will try to help us get an answer.

NICKY GACOS: There is a merchants meeting here tonight and we hope many of you will come to hear about what is going on. One of the things we're doing our issue in Randolph Sheppard it doesn't matter if you're republican or democrat, doesn't matter what organization you belong to. There are issues that we need to deal with and the only way we're going to deal with them is if we work together. I hope many of you will come and work together because that's our goal to make sure we work together to make sure we make our lives better and get priority. This letter coming down from secretary of education. Dr. Fisher gave DFA approval on military bases which is huge. Give us priority to Randolph Sheppard. Telling agencies to accept the priority of Randolph Sheppard. The only way we're going to win this battle is if some people come. Prior approval is one thing, but rest area commercialization is a real thing. It's a real threat. I'm constantly going to meetings in DC about it. Some states are trying to change it at the governor's office. They can't do that cause it's a federal law. If we're not there telling Congress how it's going to affect people who are blind if we lose it that's 490 jobs in the United States and 1,510 other locations that are third party. That's a lot of money coming back to the blind.

FRANK GAFFNEY: And just in case anybody doesn't know it, I know myself and Shelly have been fighting this healthy vending proclamation by the governor and the people who have been backing us up is merchants. Anybody doesn't know that. Doesn't matter what organization you belong to, everybody is welcome.

NICKY GACOS: This threat that your governor signed this executive order that would make all vending machines on state property 100 percent healthy. If we didn't come up and start trying to do something with this fit pick the alternative is 100 percent healthy that would be no soda, no candy being sold on state property. Think about that. This is something we're trying to do to get ahead of the game because it's something to New York, to New Jersey, to Florida. The American Heart Association is out there, they have a ton of money. We have to show them we are selling healthier products, it does work. Whether we lose a few dollars it's better than 100 percent health. I hope this works and I hope this is the first of a lot of fit pick locations throughout the state.

KEVIN MONK: Nicky and Frank went to a meeting at the Division of Administrations back in December and real big in helping get this deal with Shelly going with fit pick, using fit pick guidelines as opposed to American Heart Association. And Nicky we did our best to make you feel welcome that day, ordered up good cold icy weather.

FRANK GAFFNEY: Any questions for Nicky. Moving on, the next thing is third party contractors.

STEVE DEBRUHL: Something we do on a daily basis. Since Eric came in it used to be Chauntey would receive the commission checks and them she would put them on a spreadsheet Refreshment Solutions. So what I had Eric do he's taking that same information and he's breaking it down by federal, state, local, municipal, parish so we have a much better delineation of where the money is coming from. We just had a situation where Refreshment Solutions bought Long Leaf Canteen, one of our big providers. But he had a spin off, Hunt Correctional. So it's not really his machines to spin off. He couldn't keep them and still be the Canteen representative. He went with the 10M vending. I talked to the guy, but Eric was able to pull each monthly statement the commissioner received from them which is about 20 percent. So we can verify with him that we're getting the same amount of money. That might be an opportunity, I talked to Kevin, I don't know if we need to put that out to bid again since our original bill was with Refreshment Solutions. I want to talk to Cynthia about that if we have to put out the bid again or transfer over. We're staying on top of it. I want to say this too, that David did a bid for vending machines. We got three different bids and the vending center in Birmingham is the winning bid. We have prices on the machines. Only two machines that actually go over 5,000‑dollars. One is the outsider at 5,123‑dollars and then this frozen combination machine 7,500. Which we don't need. Talking to RSA unless it's an individual item over 5,000‑dollars we don't need prior approval. Part of that list Kevin and I sent I put down for two outsiders, two for each rest area. As for the vending machine at Harvey somebody pushed the glass in yesterday. These AP machines are starting to get to the end of their life cycle to find replacement parts. We're looking at AMS machines. Frank will tell you they're a lot heavier, harder to push the glass in. As you need new machines we'll try to replace the old AP with new AMS. That's something we need to do and spend this money. It's our money. We have money to spend. Might take a little while. But as far as buying this 4,000‑dollar vending machine. We just call and order and have them deliver it.

FRANK GAFFNEY: I have been using the AMS outsider since 2009. And I got four of them and I doubt that we have spent 1,000‑dollars on the four of them in repairs since 2009. They're a lot heavier duty. Now the new ones are even better. I had the very original. Which had three wire motors instead of two wire motors.

SHELLY LEJEUNE: Actually AMS products better than APs. They don't get hung up as much. I have both of them.

NICKY GACOS: I like AMS, I like You Select. We use a lot of You Select because they still put the push button on for us and works with the double talk. So our blind guys can still fix their own machines, jams or changing prices. So they become accessible. With touch screens you don't know what you're touching. You Select put on a key pad so our guys could still use them. I can tell you one of the other things came out of NAMA a couple weeks ago was accessibility of vending machines at micro markets. It's one of our priorities to work on that to make sure somehow whether they talk to us, or through an app, or whatever, we want to make sure they're accessible for people who are blind.

LEE FRAZIER: May I interject some old business. While I was at Fort Polk my last two years there there's 183 vending machines. I was in the process of working with Coca‑Cola with suggestions from Shelly, I think Frank as well, about trying to give Coca‑Cola to give Randolph Sheppard trust fund some proceeds off the profit. And no one at Coca‑cola America even knew about Randolph Sheppard or venture to admit they knew anything. So when I left in August that was still up in the air. And I'm hoping somebody is still willing to work with that. Because they've serviced the full machine, Coca‑Cola did, and all the profits and everything went straight back to Coca‑Cola. My theory, my motion, my attitude was not to give me the money, but to have it come to the trust fund of the Randolph Sheppard.

FRANK GAFFNEY: Any questions? Update on Alexander St. George.

STEVE DEBRUHL: New Orleans criminal courthouse been moved from the second floor to the first floor. We did a final walk through of the city who actually paid for all the construction, very nice. It's set up like a 50s style diner. They have five stools with a bar and then a wheelchair accessible section and three booths. We're going to buy like three tables. But coke ran the bag and box stuff yesterday. He's tested his POS system. He has cable. Probably looking to open, still a few touches they're touching up, but within the next two weeks should be back open in business. We are going to provide him with more initial inventory. He's been closed for over a year. It's hard to use what he had before. Won't be that much, but applied to initial inventory. He'll be financially responsible for that. Did a similar thing with another manager in Lafayette when they were closed down. He's excited. If every one of our locations looked like this. It was just amazing. Probably spent 200,000‑dollars on this little space. We had everything steam cleaned professionally and all the equipment checked out. A few pieces, sandwich table, very old, had to replace that. But otherwise it's in there ready to go. Just waiting to get the keys from the city. Probably next two weeks we should be open down there.

FRANK GAFFNEY: Any question? Going back one minute to RSA again, something else. Under this RSA we also found out they're limiting us on stuff we can do at a location. You got anything on that Kevin or Steve.

KEVIN MONK: I do know at this point they're kind of frowning upon refurbishing locations. It may be a question of terminology, I don't know. We're still trying to figure out exactly what we will be allowed to do. Because if we can't refurbish if our hands are tied there then I don't know what we're going to do. I'm told by talking to other states they're really kind of looking down on that at this point.

STEVE DEBRUHL: City of New Orleans paid for it, 100 percent on construction and materials and everything. All we had to do was buy three tables and six chairs.

KEVIN MONK: I will say this but Lynsey is taking it down, I'm just glad we're not doing Federal City right now.

FRANK GAFFNEY: Know exactly what you mean.

NICKY GACOS: Not only RSA, but GSA have told state agencies, especially in DC, that Randolph Sheppard gotten away with a lot and they're not putting more money in. And all they're going to give us is the shelf, which is against the law. So it's driving Jim and Murrell crazy. And that's coming from national GSA. They said we're going to give the four walls and that's it. They're supposed to give us the water, the electric, everything. And my question was well are they giving Canteen everything. Are they giving them more than they're giving us. If they do that it's going to put, I mean who has the money to build out locations. As part of this conference in DC next month we're going to be on the hill talking to Congressmen. Then in the afternoon we have meetings set up with the Department of Education, with the Department of Transportation, and with GSA to sit in a room like this and tell them our concerns. Basically one on one meetings. A group meeting like this. It's not fun. Every day to deal with this stuff. You guys as administrators have to deal. Come to DC. Let's fight this thing. Let's beat this thing.

FRANK GAFFNEY: This is a short meeting today, but I believe even being short it's very informative. Next one is budget, Kevin.

KEVIN MONK: As far as LRS budget, Randolph Sheppard, the budget as the governor has proposed it at this point has LRS with stable funding. We don't know what's going to wind up coming out of the legislature at this point. It's not over until the final gavial falls on the session. At this point we're all stable, should have the same amount of money we had last year. Or this current year, I'm sorry.

FRANK GAFFNEY: Any questions?

LYNN BLANCHARD: They're saying they're not going to have that interagency transfer so how is that level funding?

KEVIN MONK: We never got the money this year.

LYNN BLANCHARD: Then they're misleading the legislators telling y'all y'all got the money y'all got now.

KEVIN MONK: As far as actual money we're projected to have the same money next year as this year. Barring any unforeseen situation at the legislature.

FRANK GAFFNEY: Any questions? Next thing is healthy vending, Shelly.

SHELLY LEJEUNE: On the healthy vending I want to first of all mostly thank Merchant for stepping up to the plate. Nicky and a few other people helped us to get products. We have been doing this at Claiborne for about two or three months. I bought a lot of stuff on my own to start it and some items are doing pretty well, some are not doing quite as well. But we're always willing to try so we got products from Vistar and different brokers. Because of the merchant helping us out we're having like a little healthy vending show at Claiborne today from 11 to 1. Everybody in here is invited to come see what products they sent us. And hopefully everybody can get a ride to go.

FRANK GAFFNEY: Questions? Update on Blackstone.

KEVIN MONK: We do not have any payments so far for this year. I will be following up on that next week. I apologize, that one escaped me. When I saw this yesterday I checked with Chauntey and we didn't have any. I will be contacting the folks at BCI, including Herb in the conversations next week.

FRANK GAFFNEY: Any questions?

KEVIN MONK: I know it takes a while with the army to make things flow. Sometimes they're several months behind in paying and so you can follow up and find out where we are.

FRANK GAFFNEY: Did we get everything from last year?

SHELLY LEJEUNE: What is the last quarter you got?

KEVIN MONK: I will have to check and see.

STEVE DEBRUHL: September I believe.

FRANK GAFFNEY: I would like to get a report on all of last year.

KEVIN MONK: I sent you that, didn't I, the last time when you asked for it. Maybe six months ago.

FRANK GAFFNEY: We didn't have the last two quarters of the year then. That I remember.

STEVE DEBRUHL: When I did the federal report it was up through September and I think we received 107,000‑dollars.

FRANK GAFFNEY: See I didn't get that.

SHELLY LEJEUNE: So that means 17 you didn't get the fourth quarter yet.

STEVE DEBRUHL: I don't know that for a fact. I know we did get one for September which is the third quarter. That fell in before it was due in December. But only includes payments up until September. I don't know for a fact we got the fourth quarter.

FRANK GAFFNEY: Kevin get back with me on that.

STEVE DEBRUHL: Also at the end of the contract, might be some bookkeeping stuff going on. We'll get it done.

KEVIN MONK: They've been really good about it in the past. We hit one snag and they did catch up here a while back. I will be reaching out. I know they'll get right on it.

FRANK GAFFNEY: Any questions? Moving on. The next thing is credit card readers. USA technology had a class, I believe Steve attended.

STEVE DEBRUHL: Myself, Mica and Eric. USA Technologies merged with Cantaloupe. The big thing for Cantaloupe is telemetry. Same thing you do with credit cards, see what's in your machine, how many items you sold, spiral one or three. USA Technology, Cantaloupe got together, put an nice two day seminar. I didn't take advantage of it, but you could have spent the night on Bourbon Street, had a tour at dinner and cocktails. I went for the day seminar. Had a guy from Apple was there. Big presentation on Apple Pay. Talking about 95 percent of all transactions that are done with a cell phone are done with Apple phone. A whole lot you can do with that. I set my wife's phone up. But like Nicky was saying at that point over 55 percent of these machine sales are cashless. Again, we have a rate with USA Technologies. You need to get credit card readers on the machines. We can buy them from them and have them installed for you. A little bit of money you pay each month should more than make up for it in increased volume. And a lot of these guys that were there they're using that Cantaloupe. The guy from Canteen was there on the gulf coast. He has 5,000 machines. Refreshment Solution the same. These guys are all into it. You got to look at the leaders in our industry and see what they're doing. We need to be part of that as well. Have to figure out what to take. When you leave your house Frank you know what your machines are doing. You can tell right now if the machine went down. Things you can't do by not having a credit card reader. It's not just taking payments, but also monitor your machine and help you with your account and run your business. I think everyone should do it.

FRANK GAFFNEY: I can look at my report and know what is working. It might be a day I'm not scheduled to fill my machines. But if I look at it and something's wrong I'm on the road. If it ain't working I ain't making no money.

SHIRLEY B THIBODAUX: I had requested card readers for my machines. Michelle is supposed to talk to you about it, did she?

STEVE DEBRUHL: She did. How many do you need?

SHIRLEY B THIBODAUX: I think it's eight.

STEVE DEBRUHL: Michelle's grandmother passed away so she's not here today. I will work on that for you first thing Monday when she comes back.

SHIRLEY B THIBODAUX: I was trying to get one on the coke machine. She was having problems with Coca‑Cola. Curtis told me he would prefer we put our own machines on. And he say if they put them on they have to monitor them.

STEVE DEBRUHL: We can swap them out. I don't think you want to go with coke and USA Technology. Go with one provider. If you use his credit card reader you should process through him. But we can give you a machine without a credit card reader or take it off give it back to him and put ours on there. But when they come and take that machine away we have to take our credit card reader off of that. We lost a couple of them when the tornado hit in NASA. Credit card readers cost, I think our deal is how much Frank?

FRANK GAFFNEY: Depending on which one you get. Around 300.

STEVE DEBRUHL: When coke comes to take the machine. When Nathan takes it back to the warehouse we still have possession. Before we move that machine we need to take that off and put the panel back up there.

FRANK GAFFNEY: Depending on your building what kind of reception you have. Sometimes the normal antenna will work. If not we get the high gain to put on it which is a big boost on the cell reception.

STEVE DEBRUHL: Coke will let us put our readers on their machines. We don't seem to have an issue. I just sold eight credit card readers.

NICKY GACOS: We had a presentation at NAMA on Niex readers which supposedly the security is a lot better, your risk is a lot better. Also have more power, like amplifier like in our buildings. And they also have a program called, I don't know if it's USA Connect or RSA Connect. It's a program if somebody buys so many sodas they get a free one. You get the money, but they pay you. It's built on volume and everything. I will send you the information. Pretty interesting. Especially the security of it. And also like you said, you could just take credit cards, but also send you a text if the machine goes down for any reason, a coin jam, something broke on it. You could even get it to tell you what products are selling. Instead of driving out with product saying I sold a lot of pepsi or coke I don't have enough. It tells you exactly what you sold. Use it as little as taking credit cards or really expand it. The software really cuts back on labor and helps. I can't tell you enough. Peopling are paying with credit cards. Talk to the kids that coming in our workforce all they have is debit cards and credit cards.

STEVE DEBRUHL: The apple pay or samsung pay, whatever you have. A lot of people have smart phones in their pockets and they may use 10 percent of their capability. It's not just a credit card reader, there's a lot you can do with it, but you have to set it up. That's why I have Mica go in there. If you want to get set up they can help you do that as well. You can see I sold 17 snickers.

NICKY GACOS: At our post office we're using more pay range than credit cards because everybody always has their phone. They can use the app on your phone and always have their phone. It's something else to look into. Apps are becoming the thing now too. You can do anything with an app, find a parking space in New York City. So pay range is also something to look at also.

FRANK GAFFNEY: I know that people with the routes they swear to them. Won't live without them. Especially like you were saying announcements if they get a freezer that goes down the supervisor gets an alarm signal on his phone, tells him the freezer is down. When it goes down you don't find it till the next day you're in trouble.

STEVE DEBRUHL: Refreshment Solutions, Canteen their biggest problem with them they have drivers out there sometimes maybe say their machine did 100 bucks and it was 120 bucks. Found it's a lot easier for inventory control. They want to go cashless. The guy from Refreshment Solutions a year from now all just cashless vending machines. Thinks it will save a lot in repairs and shrinkage.

NICKY GACOS: I agree. I would like to be 100 percent cashless in the post office. Don't have to count it, don't have to go to the bank. All that stuff. It would be great. We have some LA Fitness Gyms and that's 75 percent cashless. They basically have a credit card or their phone.

FRANK GAFFNEY: Next thing is upward mobility training which I believe we're going to try to do more regional in May I believe.

STEVE DEBRUHL: Working on May third is a Thursday. I think Thursday is not a bad day. Want to make it for a couple hours, I was thinking two to four. Kind of gives the manager time to close up or close early without interrupting the business day. I think it has worked well in the past. Definitely worked well one of our managers we had to remove. One of the topics covered that day was a tag manual file and filing a appeal do it in a timely fashion. The person that signed into the meeting, read that particular thing that day. When you had documentation it helped out. Not that we're trying to set people up. We need to do this, it's required we do this. And Frank was talking about one thing is resignation time letter, two weeks to one month. That's a change to the tag manual so that will be presented to all the managers and sign saying they understand. Open and closing inventory. This is something that's a challenge to us trying to keep track of the money. Shelly just made a payment on his inventory. A lot of these people like Mr. Boman passed away he started 50 years ago. I could not find an open inventory letter in his file. I sent the RSMAs an email. Going through tying to find out who doesn't have an open inventory letter in their file. Those who do make a copy and present it to them again just so y'all have a copy. If not we will have to put our heads together and figure out what it should be. The equipment inventory list we just completed the inventory. I forget how many items we had. Had over a million dollars worth of equipment and everything was present and accounted for. Nathan did a good job. Three years in a row haven't had any issues at all. The merchandise inventory goes back to starting inventory. You really should maintain that merchandise inventory. If someone has 6,000‑dollar open inventory and they have 800‑dollars worth of product they should have 5,200‑dollars in the bank. But that's something that has to be done twice a year, merchandise inventory. We're going to hit on that. I will be pushing the credit cards again.

FRANK GAFFNEY: Make sure each manager has a permit.

STEVE DEBRUHL: That was the permit to operate issued by us. A lot of people have them they put them away. If you don't have one make sure that everybody gets issued a duplicate one. Just to make sure everything is buttoned up. That is part of the review if they have their permit displayed. But if we never gave you one you can't display it. We're going to try to make sure that's up to date. Those five topics.

FRANK GAFFNEY: Tag manuals for any new managers.

HERBERT READO: I got one question on the equipment. Are we still providing a list to the manager?

STEVE DEBRUHL: I was hoping they would leave it. Every location that Nathan has broken out with an individual sheet. So what we can do is we'll also provide that to you guys during that meeting. Just went through there make sure everything was there. And so we can provide you exactly what we have. Some list longer.

HERBERT READO: Help the managers in case they transfer to another location.

STEVE DEBRUHL: Equipment is any item over thousand bucks. If you have a microwave, a meat slicer might be under that. You got to be responsible for that. Things on the equipment inventory are items 1,000‑dollars or above. We're doing very well with that.

FRANK GAFFNEY: Moving on. Next thing is open discussion. Anyone?

SHELLY LEJEUNE: I have one thing that possibly Kevin probably could help us with. We're all required to take serve safe which is updated every five years. I just took mine, went through it, got all the stuff. But every four or five, six years they do updated version. And they were providing us with reading materials such as thumb drive or whatever for people who can't read that little bitty book, that big fat book with small print. They're not doing it anymore. Through the ADA you think you can help us out Kevin.

KEVIN MONK: We can definitely place a call and see what our options are. Even if they don't give you a thumb drive I would think somewhere there has to be an electronic copy that you can access either via email or through a website or something. Got to be something out there.

SHELLY LEJEUNE: I just took it and they didn't provide me with anything.

NICKY GACOS: I think if you call the Cleveland Site Center they can provide it to you. Any form that you need, tape, cassette, digital. They've been doing it for the National Restaurant Association for years.

LEE FRAZIER: My last serve safe was done digitally on a computer.

STEVE DEBRUHL: We do have this fellow in New Orleans he is an instructor, but he will sit down with you individually. He has done this for five of our managers. He will walk you through like Lee was saying it's a digital version. You can take the test online with him as an instructor. No one's failed so far. He is able to give you the certificate right away.

LEE FRAZIER: I have three prompters and those three once I started this serve safe all the managers working all the defects and everything it went quite quickly and very well. Everybody passed.

KEVIN MONK: A couple times I've gotten two or three students together. Done it for the three of them. I don't know if he can go much farther than that. You got some people coming up you're interested in maybe traveling to New Orleans. He will come to Baton Rouge if he has two or three people. He'll sit down and do it all with you. Instead of a teacher talking to a class of 40 you or two other people. Give you individualized training and go over it and assist you when it comes time to physically take the test.

FRANK GAFFNEY: Very willing to help us. Any other questions?

EMMA PALMER: The day before we left at the post office was someone pushed the glass in on the vending machine and they had to take the whole glass out of it. So I'm wondering, which I didn't get to talk with anyone at the post office to really see if they do have cameras in that snack machine. And I had to end up taking all the product out of the machine until I get back Monday to deal with it. But what are the protocol for that if they don't have cameras in that break area.

STEVE DEBRUHL: I think the post office is a different ball game. I think in New Orleans one time they tried to put cameras, but the union objected to it and they had to remove the cameras. Put them inside the machines, I don't know they probably have machines that do that.

NICKY GACOS: We have cameras at Dunkin Donuts. The post office ruled since we want to watch the business going on. But there are some companies out there that you can get cameras inside the machines. We have had them at Blast talk about that security. I will get you the information on that. But I would report it to your contact at the post office. Make sure you take pictures and show them. Somebody gets caught doing that they're going to get fired.

STEVE DEBRUHL: There was an incident in New Orleans post office Jimmy when I first started he would keep two back up pieces of glass in the snack bar because at least once a month somebody pushed it in. That's when we tried to do the camera situation. We reported what happened. Mike actually worked with the postal inspector to go out and figure it out. Michael was there repairing the glass and the guy was there on another case and he brought it up to him. He was going to investigate. I don't think I heard back from him since that happened. They do have postal inspectors out there.

FRANK GAFFNEY: We ran into that problem one time at Emma's and we put a camera inside the snack bar back in the kitchen area. And the post office came and informed her the union went to them and said their people were on camera and made us take it down. She put it in to put it on her employees. But they said they could be in it.

EMMA PALMER: I was in there cleaning the auto fryer 4:00 one evening and about three people came in. They in there. One of them was the postal inspector too. They was looking at the grease fryer. The electricians, the maintenance people, they in and out of there all through the night and day.

FRANK GAFFNEY: I was working with Emma and we set up, not supposed to, we did, set up trail cameras, game cameras and it was people coming in the place.

EMMA PALMER: A guy in there 5:30 that morning. He had no business in there. He wasn't doing nothing. But you can't tell them. What they gonna say, you shouldn't have had a camera in there.

FRANK GAFFNEY: I had the camera at the door. If somebody came through activate the camera. And I had to find a place they couldn't see it.

EMMA PALMER: I know him and I know there was no reason for him to be there. Another issue is the snack shop. The way they have the people schedule now they reschedule everyone and they have them coming in at 11 and 1:00 which is really hurting the business in the snack shop. When they come in they ate breakfast and bringing lunch with them.

KEVIN MONK: I just want to say thank you to Pam and the NFBL for making this room here possible for us. As you know we are moving out of our Baton Rouge regional office. We don't have a hard date yet, but they are very much in flux at this point. The place where we usually have our meetings. So this was very helpful given the events of today and the convention and the healthy vending event this was very helpful. Appreciate it.

NICKY GACOS: I don't know if it was brought up, but my mind is just starting to wake up. John Gordon and Curtis who are directors of the Randolph Sheppard committee that State of Alabama got their first permit GSA and had requirements for vending machines about healthy. This is the first we've seen in the United States. So this is something we have to be on top of too. It's so much on soda, percentages. I think 40 percent. Soda machines and 35 percent snack machines. Just something else to watch out for. Another threat of the healthy vending, another threat of bureaucracy. Did you get a copy?

KEVIN MONK: No, I didn't see that. They have their call this afternoon. I'm sure that's going to come up.

FRANK GAFFNEY: Back before we get into subcommittee, backing up one thing, upward mobility training we are going to plan, doesn't mean it's going to happen for sure, planning on doing a statewide upward mobility training next year. We have to get all that into the budget stuff, all this pre approval stuff.

KEVIN MONK: Hopefully it will be gone by then.

NICKY GACOS: Speaking of upward mobility training, BLAST will be held November 13th to the 16th at the Hyatt River Resort in San Antonio Texas. The pre agenda that went into RSA has already been preapproved. November 13th to 16th.

FRANK GAFFNEY: Subcommittee budget, Shelly.

KEVIN MONK: Kevin went over most of the budget. Have to pre approve everything now. That's it.

FRANK GAFFNEY: Next thing, constitution bylaws which is Don. Don is not present. Janice is not present. John is not present. So it's Frank. They approved that change in the constitution and bylaws. In the process of making a form, remaking it since Mark Martin has resigned and I had his name on it as one of the signers so I have to change that to put another name in it.

STEVE DEBRUHL: Mark retired.

FRANK GAFFNEY: Change that and get that signed and keep it in record it was authorized to change the constitution and bylaws. Next thing is inventory which is Janice and then Shelly.

SHELLY LEJEUNE: The inventory is mainly what we talked about which is going to be brought back up in the regional training. Make sure everybody has inventory and copies of it.

FRANK GAFFNEY: Any questions? Next thing is location merger, Shelly.

SHELLY LEJEUNE: Well we just merged two locations which is going to be selected which is NASA and veteran hospital. And anything else I'm not sure.

FRANK GAFFNEY: Those are going to be merged, but they're also being kept on two separate numbers. New facility development.

EMMA PALMER: Steve talked about that prison system, right.

FRANK GAFFNEY: Policy and procedure.

SHELLY LEJEUNE: Most policy and procedures is what you brought up a while ago Frank that has to be changed a few things. Change the name and that's really about it.

FRANK GAFFNEY: Next thing is roadside which would be me and Terry. My location is still supposedly, don't know when, scheduled to do more remodeling. Not that old, but they're tearing down stuff and redoing stuff. Don't know when. And the next item is Paul Hebert.

KEVIN MONK: I'm sure Nicky probably has an update, knows more than I do, the rest area commercialization. You guys might want update on that with the roadsides because that's the next upcoming thing.

NICKY GACOS: President Trump came out with an infrastructure plan that had commercialization of rest areas in the plan. We, the National Association of Blind Merchants are part of a coalition with National Association Truck Stop Operators, with National Restaurant Association, with National Association Convenient Stores, with NAMA to fight this major threat off. Constantly having meetings on the hill. John and Gabe have been taking some of these meetings with us in DC to make sure Congress realizes the effect it will have on the blind. The reason that NATSO and so many are fighting this along with us is that if rest areas become commercialized and there's restaurants and gas stations on the highways they won't go off the highway where it says next stop gas, lodging and those places will close down. States think they're going to get this big influx of employment and money, but yet they're going to lose the money from off the road that will close down. Not going to increase it, actually going to be a wash. We know there is a lot of senators that are for this. If you remember a few years we were very active on the amendment. Governors want, they think it's going to be an influx of money. New York State somehow got two commercialized rest areas, but it's proving exactly what we're saying. That where the rest areas are commercialized the town around it sales are way down in everything. That's actually a good thing for us. The governor of Arizona tried to get rest areas commercialized and because of the blind and because of the coalition and meetings at the Department of Transportation this was also fought off. The Department of Transportation said no, federal law says vending only. We know that bill HR1990 is still out there, rest area commercialization from Congressman Banks in Indiana. So we watch this very closely and continue to have meetings on this. This will be major topic at the critical issues conference coming up in May. To be held in the Marriott. Go to livemerchants.org and register. This is something that basically we know it would have an effect on 40 blind vendors. As I said the 490 blind vendors that operate rest areas and 510 that are third party out it would be a major hit to Randolph Sheppard people who are blind. And I'm going to tell you if we beat it this year it's going to come up again next year. We need to educate Washington about this, the effect it will have. And some of the things they throw at us are the Connecticut legislature passed a resolution they wanted their representatives to vote for commercialization. What they use is all the rest areas in Connecticut the blind get the money. How do you want to save jobs for the blind when they're not even working there. That money gets federally matched. That's how they run their whole program for the blind. You have to be educated in knowing this. It is a major threat to us. Like I said, there are meetings weekly on the hill. National Association Convenient Stores this was one of their topics. It will be one of NAMAs topics in July. One of our topics at the critical issues conference in May. You need to educate your legislators when they come back home to talk about it. Show them what you do, show them what money comes in. We're asking states to put together the effect it would have if they close down, what the effect it would have on jobs and money coming in. It is a major threat. And again, if we beat it this year, and I feel confident we can, it's going to come up again. States want money. They think it's an influx of money to them. They say it's costly to them to cut the grass, take care of bathrooms, get rid of snow in some states. It is a major threat to us. We have to be aware of that. We have to make sure we get some people to come to Washington to talk about this. And also educate their legislators when they come home back to their state.

FRANK GAFFNEY: Nicky we have one thing, and Kevin can tell you more, our lieutenant governor tried to privatize rest areas. And one of our lawyers at LWC and Lynn down there caught that and we managed to get where they changed it and even put the wording in the bill that it would not affect Randolph Sheppard.

KEVIN MONK: State parks. But part of the rest area, depending which you go to, part of it falls under the welcome centers, which falls under lieutenant governor's office, part of it falls under DOTD. Kind of a complicated thing. The way it was worded we were afraid it could spill over very easily from state parks to the welcome center and cause us some issues.

NICKY GACOS: When we went to see Congressman Banks last year they said we're not going to take the vending away from you, we're not going to hurt the blind. You're going to still have the vending. And we said so if there's a Dunkin Donuts or Mcdonalds who is going to come out and use the vending machine. They said well that's a good point. The thinking of Washington is scary sometimes. The thing is make sure in the states where they have rest areas you're doing a good job and that you're on top of it talking to people, talking to your customers. That's what I can say. It is a major threat. If we beat it this year it will come up against next year. It's going to come from a state level. As regulations are eased in Washington kind of hurts us sometimes because now there is state and local issues that come up all the time. National like with pricing or calorie disclosure or things like that if it's national then we can fight it off nationally or work with it. Micro markets and stuff talking about putting California 300‑dollars a market licensing fee on each parking. Talking about healthy initiatives in every state. Talking about putting more restrictions on things at the state level. There was a bill in New York that tried to get passed in the budget that would commercialize rest areas on state property. It's a federal law that says vending belongs to the blind. That got taken out again because of the work of the National Federation of blind and National Federation of Blind Merchants. It's a threat and we deal with it almost on a daily basis, getting emails and meetings that are going on and different conferences that are going on. We would like to have a couple of you come to DC explain to your legislator how it will affect the blind. When they see us on the hill with canes and dogs it goes a long way. We're excited we're working with the national office to get this done and hope that some of you will come.

KEVIN MONK: Also roadside Paul Hebert closed about three years now. The latest update is September, October of this year. Maybe.

LEE FRAZIER: But the system is now under water.

FRANK GAFFNEY: No. They're working on the parking lot right now. Pouring the concrete for the parking lot and expecting to be done by September to October.

STEVE DEBRUHL: On the roadside tomorrow Sam Hides location the Cajun Navy is going to be out there. Actually a little bayou that runs there doing water safety training and displaying their Cajun Navy boats. Get some media coverage out of that.

FRANK GAFFNEY: Next thing is training.

LYNN BLANCHARD: We have one person in training right now and we have I think two potentials that should be coming up behind that person. Right now that's all I got.

FRANK GAFFNEY: Any questions? Vending. I'm assuming the vending machines which we already discussed. Upward mobility training is Shelly.

SHELLY LEJEUNE: We pretty much discussed what we want to do with regional training and statewide training.

FRANK GAFFNEY: The last item is insurance which is myself and David. Everybody has their liability insurance for the year. It all got collected and everybody is down and on the policy and covered. We did send the letter out, supposed to send a letter out that insurance will not cover any motorized vehicle. Which would cover your own car, our liability insurance will not cover your car, or golf cart, or a go cart, or anything motorized. And that will be discussed also at the upward mobility training. District concerns. One John, is not here. Sending out the ballot list for committee members for somebody is running against them and that should come out next week.

STEVE DEBRUHL: Ballots went out. Every two years do the nomination for EC. Ballots are due back by March 15th. Currently unopposed we have Alexandria area, Herbert Reado. No opposition so he won. Frank in Shreveport. And Earl congratulations, two more years for you in Lafayette. Going to have an election in New Orleans between Pinky and Don. New Orleans division two. Janice and Ricky running Baton Rouge. And also in Baton Rouge Shelly and Brian White will be on the ballot. Send those ballots out next week, give two weeks to get them back. And then have the final tally. Now John decided not to run this year so we didn't have any nominations from New Orleans division one market. But I've spoken to two managers they've expressed interest in potentially running. I'm touching base with everyone who is in that area to see if they have any desire to run. And once we get their names have an election for them as well. Three down, four to go.

FRANK GAFFNEY: District two Don. He is out sick. He didn't have anything. The only thing was 1099, but we have already discussed that. District three is Janice. She is out with her leg up in the air. She didn't say anything. Next one is Shelly.

SHELLY LEJEUNE: District four a couple things came up, mainly a few people in the area getting equipment, problems getting new equipment which we already talked about. And there was a few other people that like what Shirley B said about credit cards, a couple other people put in requests they just didn't get anything yet. That's mainly about it.

KEVIN MONK: Who is the other people, you know?

SHELLY LEJEUNE: Pretty sure Dwayne was one.

STEVE DEBRUHL: I think we have his.

SHELLY LEJEUNE: For sure him. And Shirley talked about that too.

STEVE DEBRUHL: I will give her a call too.

FRANK GAFFNEY: Next one is district six which is Herbert.

HERBERT READO: District six, nothing new.

FRANK GAFFNEY: I skipped Earl.

EARL HEBERT: Pretty much nothing really except 1099 which we discussed.

HERBERT READO: No report.

FRANK GAFFNEY: And then district seven, Emma.

EMMA PALMER: I went over to the police station. They got the gray hound in the Shreveport bus terminal right across from where he is at. Didn't say it was effecting his business any. Jean wasn't there. I talked to him over the phone, he didn't have any problem. And Leronica is getting ready because she wants to take agriculture.

STEVE DEBRUHL: Leronica who went through training at able she lives in Monroe and the thought was she was going to move in that location but then Joseph Davis moved from Baton Rouge to Monroe so that opened that up. So Leronica we put the bid out for agriculture and no one responded to it. It's level one, maybe level two. So Herbert's been satelliting it for us in the meantime. We issued the bid so Leronica made a commitment to move from Monroe down to Baton Rouge and she did apply for the location. There was one other person applied, have to do a selection on that next week as well. Leronica is making a plan. Also Dee Star who is a blind counselor in Monroe. She actually drove her down here. She wanted to get a handle for the program.

FRANK GAFFNEY: She didn't make it.

EMMA PALMER: She called gray hound.

FRANK GAFFNEY: I think they got their letter too late and wasn't time to make the arrangement.

STEVE DEBRUHL: She made it. She put in her application. I think she's going to be a good manager. She knows she has to start somewhere. That's encouraging.

FRANK GAFFNEY: She will be our first manager that Lynn has trained on that new processing.

HERBERT READO: One other question about agriculture. The only concern with agriculture which probably effect all the other state buildings is that meal ordering online or something. They do that at agriculture. Not only is it insulting, but when they bring the food they bring it right in front of the concession stand. So that doesn't help you out at all. That's the only concern. If they move it somewhere else I think it would beneficial. They just sit it there and you go get it.

SPEAKER: My building they have a designated area. It's on the seventh floor they have a table set up for the delivery person. Because they don't like that non security stuff, people running in and out. So they go to the seventh floor and I guess they disperse it from there. Cause we have a lunch room. They could set up in there where the vending machines are. But maybe you need to have them make a designated area.

HERBERT READO: Some like it, some don't.

FRANK GAFFNEY: Any discussion? Do I hear a motion to adjourn the meeting?

STEVE DEBRUHL: Date of the next meeting.

FRANK GAFFNEY: Three months tentative. We can change with advanced notification.

SHELLY LEJEUNE: This meeting is a little bit late too. Normally it's in June. Cause the next committee people take over the following meeting of the year.

FRANK GAFFNEY: 29th. Any objection? It will be at the Cedarcrest building tentatively.

STEVE DEBRUHL: Maybe. Just so you know they've constructed where Kevin's office used to be moving the cubicles over there. It's conceivable they could move in the next two months.

FRANK GAFFNEY: Shelly and I discussed with Lynn and he has volunteered that if we need to have a meeting there he will gladly have us.

STEVE DEBRUHL: June 29th the last Friday in June.

SHELLY LEJEUNE: What about the Friday before that. Fourth of July.

FRANK GAFFNEY: Any objection to June the 22nd? Being none, I hear a second for adjournment? Meeting adjourned. Opening of trust fund meeting.

SHELLY LEJEUNE: Nicky I'm going to need your help. We did get a lot of help from Jason, he is the director of what?

NICKY GACOS: State and federal government policies.

SHELLY LEJEUNE: He is over there now, he is setting everything up and he did a lot of help for us.

FRANK GAFFNEY: He is also one of the ones that came to our meeting that Nicky and I had with the governor's office. Call to order, everybody call to order. Roll call of committee.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

EARL HEBERT: Earl Hebert.

EMMA PALMER: Emma Palmer, Shreveport.

HERBERT READO: Herbert Reado, Alexandria.

FRANK GAFFNEY: Frank Gaffney, committee chairman. Review of agenda. Any concerns? Approval of minutes. Again, I read them all.

HERBERT READO: Make a motion.

EMMA PALMER: Second.

FRANK GAFFNEY: All in favor. New business, which is same as always. Monthly income trust fund balance.

STEVE DEBRUHL: Sheet shows collection from July. Actually should be July of 17, takes over January of 18. Current fund balance is 628,270.87. The big hit of course came in August when we paid the stipends we had 192,000 go out. But each month pretty much exceeding expenditures. Once again, hospital in New Orleans has been doing well for us. About 11,000‑dollars a month. That's keeping us in good stead.

FRANK GAFFNEY: Any questions on that? Next thing, unfinished business which is source of revenue which we were provided with that information. And then open discussion. Any open discussion? Being none, do I have a hear a motion for adjournment?

HERBERT READO: A motion to adjourn.

EMMA PALMER: Second.

FRANK GAFFNEY: In favor. That's it folks.