Randolph Sheppard

June, 22, 2018

FRANK GAFFNEY: Call to order. Everybody have a seat please. Roll call.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

EMMA PALMER: Emma Palmer, Shreveport.

HERBERT READO: Herbert Reado, Fort Polk.

FRANK GAFFNEY: That's it right now. Janice is still laid up. Earl called, he couldn't get a ride. And John was coming and wasn't coming. Welcome everybody to the committee meeting. And then opening remarks by Steve.

STEVE DEBRUHL: Welcome. It was some doubt we were going to be here again because the plan was to move every employee to state office, but that has been put on hold due to RSA. Everything now pretty much has to be approved by the Rehab Service Administration. And I think we're still waiting on approval. Could be here this time next year. Kevin is here and Chauntey. If you traveled down here let's get them signed before you leave. Michelle is on vacation starting today all next week. If you have an issue that needs addressing you can call me. That's about it for right now.

FRANK GAFFNEY: Next thing is introduction of guests.

RICKY PETTIS: Ricky Pettis from Baton Rouge.

SHIRLEY B: Shirley B, Thibodaux, Baton Rouge.

BYRON ANTOINE: Byron Antoine, Baton Rouge.

PAM GAFFNEY: Pam Gaffney, Shreveport.

PINKY HARRIS: Pinky Harris, New Orleans.

SHIRLEY MCCORCALL: Shirley McCorcall.

STEVE DEBRUHL: Lynsey is here taking notes as she always does. If you can identify yourself before you speak.

FRANK GAFFNEY: Within a day after this meeting I will have the minutes on my computer. Very quickly.

STEVE DEBRUHL: Be careful what you say. It's going to be there.

FRANK GAFFNEY: Review of the agenda. Everybody had time to look at it. Approval of the minutes. I get it on my phone. Anybody wants a copy they can let me know and I will send it to them. It's word for word. I sit down and listen to every bit of it and I make notes as I go along. Starting with old business. This is mostly updates and information. Update Buck Kimble. Buck has been given his letter saying why he was not allowed to bid. John and Buck are doing an informal hearing applying for it with some of the upper echelon. It will no longer be on the agenda. In their hands now. Resignation limit letter.

STEVE DEBRUHL: We talked about that. We have upward mobility coming up. What we want to try to do is have that letter and present it and have everyone sign it at the meeting. The two weeks to the 30 days.

FRANK GAFFNEY: Right. Everybody gets the letter and signs for it that they know it. Update merchandise inventory, which is the same thing that we're going to do at the upward mobility training, correct.

STEVE DEBRUHL: We just did the equipment inventory. That came out perfect. We have accounted for everything. Over a million dollars worth of equipment. The merchandise inventory, like we said we're going to different managers and make sure they're in compliance, their inventory matches what their opening balance is. As far as beginning inventory I have a pretty good return on open inventory letters from all the managers. Mike and I are working on the database to have that all in one spot. Now when we go back with managers, like Ricky has been there for 40 years, some of those are difficult. Not Ricky, but some challenges there. At some point when we can't figure out what people owe we'll go back and redirect that up. Actually a pretty good database. Hopefully I can have that by the next meeting and that share with you.

FRANK GAFFNEY: Update on federal prisons.

KEVIN MONK: It's been radio silence on the federal prison end. Steve has reached out to them a number of times. Sometimes he gets an email bounced back, eventually. Sometimes it takes a week or two and sometimes nothing happens. At this point we're going to turn it over to the attorney and let them make us a recommendation as to how we need to proceed. Possibly write a letter. I don't know what they are going to recommend. We're going to turn that over to legal and go that route.

STEVE DEBRUHL: Other thing is request a permit.

KEVIN MONK: They indicated when we were there they had some concerns and hinted about having a blind guy go inside the prison or whatever. We also know they are getting some of these proceeds off of the vending and that's probably a fairly big concern as well. The potential loss of that.

FRANK GAFFNEY: We can supply them with other states that have blind in federal prisons.

KEVIN MONK: They mentioned, and I apologize, they mentioned a class something vending which had to do with prisons and that's the reason they were doing things the way they did. I have tried to get some information and no one can tell me at this point any further information. That's why we are just going to have to go the legal route.

FRANK GAFFNEY: Any questions? Next thing is update LWC.

STEVE DEBRUHL: LWC is Louisiana Workforce Commission's cafeteria where Kevin works. We have a micro market in there now. The market is doing okay, not doing great. Just looking at the sales between 4,500 and 5,000 a month. That's counting the vending machines. The idea originally was when Cedric was there convert to a cafeteria to a micro market and augment the micro market items with hot food items. And that didn't work out. I have already told Refreshments Solutions is doing for it now. We're looking to end that relationship. I have talked to two different companies Par Level and 3M Marketing. Basically we'd have to replace the kiosk in there. Depending on which you get between 4,500 and 5,000 bucks. And then the kiosk would take credit cards and cash, have a validator on it. And have to process it. The processing cost they charge like 5 percent of the sales of the market or maxed out is like 295 a month and the other one is 360 dollars a month. That's if you're making a lot. That covers the credit card processing, customer service, any problems they would call that company. Still be cheaper than a cashier. Put it out probably as a location like we normally would. I think it would do well over there. Still have a full blown cafeteria. Requires some redoing on the inside. Taking Refreshment Solutions, out putting our stuff in, transition everything. The idea was to move more people into that building from here over there. The population right now is about 425 people. They're spending 4,000 5,000 a month. Could be enough for one manager I think. Especially if they got in there starting making breakfast. Not full blown, but sausage biscuits, something of that nature.

KEVIN MONK: Put it under a warmer with a bar code. The customer grab and go kind of thing.

STEVE DEBRUHL: We do have cameras. So we try to hook the cameras up to the new kiosk and go from there.

EMMA PALMER: The cameras on the inside also.

STEVE DEBRUHL: There's three cameras that capture when you come in. We caught the security guard trying to put a thing over top of it. You move the camera around. He was stealing five hour energy which cost like 3.50. We got that straight. They actually put another camera outside. They put a camera back into the diner area which kind of looks like a fire alarm. Gives you full spray. We paid for those cameras as well.

EMMA PALMER: In the back when you keep the inventory, what is back there.

FRANK GAFFNEY: Nothing.

STEVE DEBRUHL: Just like the ones before. What happened was there used to be a serving line at the cafeteria. If you go through that door still the whole serving line. Another wall go back in the kitchen and a storage room over here and manager's, office bathrooms. So we still have a whole location. Walk in freezer and refrigerator which stopped working and smelled pretty bad. Herb can tell you. Micro market you want to store it out there in the shelf.

FRANK GAFFNEY: All the reach in coolers out there they can reach in anything cold and take it to the kiosk to check out.

STEVE DEBRUHL: So much more variety, options. Space to put stuff out there.

HERBERT READO: On the kiosk what is the possibility instead of buying, renting it.

STEVE DEBRUHL: I don't want to rent anything. They have finance options. But I think we need to buy something like that. That would require people signing things and everything else.

SHELLY LEJEUNE: Once you get the kiosk you have to use their credit card service or you can have your own.

STEVE DEBRUHL: Par Level goes through Heart Land. The credit card fee is variable between 4.8 and 5.5 percent for the credit card depending on volume. A monthly fee for the kiosk, two fees. You can price your product anyway you want to.

HERBERT READO: The reason I asked about the rental because you have one in there that means a group of people come in everybody is having to use that one terminal. How would you get them in and out.

STEVE DEBRUHL: Most places have one cash register. You grab a sandwich out of the cooler, a water. Walk over to the kiosk, just like self check out at Wal‑Mart, scan the thing and record it and you pay with a credit card or you can pay cash. The problem with cash, the machine gives you change back you have to have a coin mec and a validator. Some of these just take credit only. The 5,000 take credit or cash. At LWC I have a card called a more card so you can set up an account and put the change on your card so you don't lose your money. Think of it as a cash register.

PINKY HARRIS: My only concern would be you know that one guy was stealing stuff and yet you can go to the building staff and have it taken care of, but what would be the procedure for a manager if they figured out they were getting products stolen.

STEVE DEBRUHL: That's always everybody's concern. LWC we catch somebody stealing they would be terminated. It wasn't an employee. So many cases seems to be a security guard. They have a security company they hire to do that. After we found out he didn't steal anything else. I don't know exactly what their policy was.

PINKY HARRIS: I guess as a manager that's what I would be afraid of. If you are a manager going in there who do you go to, hey I think somebody is stealing from me.

KEVIN MONK: If a manager has it on tape bring it to us and we will run it up chain and see it gets taken care of.

STEVE DEBRUHL: Inventory control. You know how many cokes you have in a box, you have to scan that in. Keep track probably more so than any of our managers. Each individual item is scanned. When you do your inventory you know you started with five 3 hour energy, you go to your tab and see how many you sold. If you sold zero you know somebody stole five. It was pretty easy to figure out what was gone and when it was gone.

FRANK GAFFNEY: We did discuss with a manager running it when the manager leaves you can lock up the cooler doors. And you can put a coke vending machine outside of that unit, but still in the main cafeteria area and a snack machine. Which are not there right now. But if you are having problems at night and you can lock those doors. Anybody was there would have to use the coke machine.

STEVE DEBRUHL: Which kind of defeats the purpose of using the micro market. The idea is you want to be open for business you have to be open for business. The clear understanding if you steal this 1.25 candy bar you can lose your 45,000‑dollar job. We go to these conventions everyone I know raves about a these micro markets. Always a concern people get ripped off. It's probably less than your vending machines. Like the court house in New Orleans you have to go through security to get in there. Only people in there pretty much are employees.

EMMA PALMER: When you do it like you are saying just like the self check at Wal‑mart. But is this thing voice activated that it's not going to say just scan your product. If I go and check and see how many five hours it is actually going to speak and tell me.

STEVE DEBRUHL: This guy had an adaptor for 50 bucks. It also comes some of them have apps, keep your inventory on a tablet as well. You can call up how many cokes you sold, whatever else. It tracks every location.

PINKY HARRIS: Does it send you a daily sales report.

STEVE DEBRUHL: It can.

PINKY HARRIS: That's one you could voice over it if it does.

STEVE DEBRUHL: It does all that and more. This woman was supposed to give me the information. I have two blind managers that have them in Mississippi. Put a call into them and see how they do. One in Mississippi, one in Missouri.

PINKY HARRIS: I know a guy in Wisconsin has three of them. He loves it. I don't know what kind of environments they are in.

KEVIN MONK: The thing is with theft, you guys can probably attest to that right now today, you can't stop at a hundred percent. We have to keep it down to a minimum. We would like for it to be hundred percent no theft. Zero percent, nothing walks out the door without getting paid for it. The reality we live in every once in a while somebody is going to get away with something.

FRANK GAFFNEY: I had the police department they were still stealing.

STEVE DEBRUHL: Increase sales 35, 40 percent and shrinkage goes up 2 percent. People steal from vending machines.

FRANK GAFFNEY: Like Steve said earlier, I don't know about everybody, but from the places I have been our worst problem with theft is security and maintenance.

SHIRLEY MCCORCALL: Even with snack bars in state buildings, always been the case.

FRANK GAFFNEY: Any other discussion?

STEVE DEBRUHL: We have to have managers to work these locations. That comes up in training later on.

FRANK GAFFNEY: Money owed.

STEVE DEBRUHL: We have identified three managers and sent them letters and working with them to start a payment plan. Haven't gotten any payments yet, but we're working on it. Also part of the sheet we're putting together with Mica. Right now a form she has been using. Part of the issue we want to get everybody centralized.

PINKY HARRIS: Gee is on a payment plan.

STEVE DEBRUHL: She's paying. She's been a little slow lately. But at least making a good faith effort.

FRANK GAFFNEY: Still in the working in the program and owe. Any discussion? Next thing update opportunities on military bases.

STEVE DEBRUHL: Another one we have talked to legal about. According to procedures we should send a request for a permit to the base commander. And that either be accepted or rejected. If rejected have to file an appeal. Preparing the permits to send to each military base in Louisiana. Kevin had a meeting about Randolph Sheppard with the agency.

KEVIN MONK: I did have a meeting with the agency administration and I did present that as something that we would like to pursue is to try to get the vending machines on the military bases. It seemed to be pretty well received. I didn't get any immediate feedback. Seems like it was well received. I believe just the feeling I got, nothing formal, is that it would be supported.

STEVE DEBRUHL: Supported by us, but I don't know about the military. Herb you said you talked to the coke guy over there.

HERBERT READO: He wasn't really giving any information out. But he did say the military does do a bid on that. Right now it's not marked with anybody getting a commission from it.

KEVIN MONK: Nobody is getting anything.

HERBERT READO: No.

PINKY HARRIS: You don't have it either.

HERBERT READO: No, not the vending.

PINKY HARRIS: Where is the money going.

HERBERT READO: Back to coke. He said the military sends out a solicitation on that.

FRANK GAFFNEY: I know at Barksdale in Shreveport and Bossier I caught the advertisement in the newspaper looking for people to run the vending machines. At that time I questioned it, but nobody ever responded. It was in the newspaper.

PINKY HARRIS: Probably trying to fly under the radar.

HERBERT READO: I tried to ask him how many machines was at Fort Polk, but he wouldn't let that go.

SHELLY LEJEUNE: Over a hundred. I talked to somebody else.

FRANK GAFFNEY: Under new business I spoke to Lynn, he wasn't going to be here today, he said he talked to Kevin about the students.

KEVIN MONK: He did email me a report. He has two in training at this point. One is actually in the trainings itself at the center. And one is ready to go into the OJT portion of the training, but had an injury, had to kind of put it on hold. Any day they should be moving into the OJT. He also mentioned there are a couple of people doing their adjustment to blindness training that are very interested in looking at Randolph Sheppard as a possibility. But two actually in the Randolph Sheppard training portion.

STEVE DEBRUHL: One individual the file is on Michelle's desk. Talking to Chris the blind counselor so probably move that person into training. Another individual getting ready to go into Randolph Sheppard. Should be two coming out the next two months. One from New Orleans, one from Baton Rouge. Actually two from New Orleans. That's the issue. We don't want a bunch of managers sitting on their hands either. Fine line, get locations and somewhere to work when they get there. Or be willing to relocate which Leronica did.

KEVIN MONK: One of the things we tell people when they are interested in the Randolph Sheppard program. Especially if they are like from Monroe and they are wanting to come into the program. If you are not willing to relocate at least for a while this might not be the opportunity for you. Yeah, that's part of our pitch. The guidance and counseling that goes into the whole thing.

FRANK GAFFNEY: Any questions? That's another one of the reasons we are trying to get some of these other locations. Because we have people now they are interested in the program and we don't have the openings for them. Next thing John is not here and he had two things he wanted to have brought up. If anybody is interested they can talk about it. If not I will just table it. He wants to talk about more than one manager at a location. What the process is going to be. And then the other one was food trailers. Any discussion?

PINKY HARRIS: He wants a food trailer or just bringing it up.

FRANK GAFFNEY: Who knows.

HERBERT READO: That issue came up a while back with the post office. I believe that kind of got squashed down with the liability.

FRANK GAFFNEY: We discussed it before.

PINKY HARRIS: Depends on where you want to put it too. In New Orleans all kind of regulations and ordnances where you can even put them.

KEVIN MONK: At least in the VR program, assuming the same as it pertains to Randolph Sheppard, we are unable to buy vehicles.

SPEAKER: You can buy a trailer, right.

KEVIN MONK: I assume maybe a trailer, but not a truck.

PINKY HARRIS: I'm thinking that's what I always heard. A portable restaurant, but not a vehicle.

BYRON ANTOINE: Didn't y'all have a food truck in Jefferson Parish.

FRANK GAFFNEY: A trailer.

KEVIN MONK: Delgado owns it.

BYRON ANTOINE: There's a location here in Baton Rouge, Department of Motor Vehicles, would be an excellent place if a food trailer could be on the grounds. They see over 1200 people a day.

PINKY HARRIS: You might miss your call inside of the DMV.

KEVIN MONK: A list of problems of having to transport a trailer over there. Paul tried to do it for a fellow down at state park. Own electricity pole. The problem with the food trailer you're running on gas, cost more money. Herb can tell you. Spent all this money hooking up power and it can still go out. Better off getting a location.

RICKY PETTIS: Y'all talking about food trailers, my wife and my niece went to Dow Chemical a couple weeks ago. They sold over 150 dinners in one day. Made more money I made the whole month. It's a good idea if you have the right location.

PINKY HARRIS: It's illegal.

RICKY PETTIS: It's not legal, but what happens is it was outside, they had to come outside. But as long as they are not in. I was looking at it myself. If you can get the right location probably have to get permits all that other stuff.

PINKY HARRIS: You have to make the food out of a certified commercial kitchen and then it is legal.

FRANK GAFFNEY: A permit place for the health department.

RICKY PETTIS: When I looked into everything you do have to go into the guidelines of the state and federal guidelines for health and food and get your license to operate. If you are going to do it then you have to get your tax ID, the whole 9 yards if you are going to get a food trailer.

PINKY HARRIS: It should be that if you are trying to deliver dinners to. Can't just do it out of the DL out of your own kitchen. You can get busted big time.

HERBERT READO: At LWC somebody comes in a car.

PINKY HARRIS: I have people that do it in my building.

KEVIN MONK: I heard they had a fire. That place where they prepared. They had a business with a catering license and I heard they caught on fire.

STEVE DEBRUHL: There was a blind guy seen walking out with his cane. John might have wanted to say food trucks were cutting into this business.

FRANK GAFFNEY: Any other questions?

HERBERT READO: What was the other thing about more than one manager.

FRANK GAFFNEY: Him and Candice being on the same campus.

EMMA PALMER: He took that bid with that going on so nothing we can do about that right now.

STEVE DEBRUHL: According to the rules he only has 30 days he can resign.

FRANK GAFFNEY: Moving on. Delgado new location, new campus.

STEVE DEBRUHL: Building a new campus across the river on Highway 90. Mike and Eric are working on that.

PINKY HARRIS: Does that go to John too.

STEVE DEBRUHL: We're going to have two vending machines. Coke has a contract with Delgado, the drink contract. Two vending machines in the building in July. Building out a snack bar. The original drawing from the architect didn't include a lot of electricity and plumbing. They got a revised drawing from the architect probably this week. And get the food permit license. The building itself probably be open the first of August and then school gets back in. Hopefully the snack bar will be open. That's going to be John too. Delgado food service operation.

SHELLY LEJEUNE: Just a branch.

STEVE DEBRUHL: It's like high tech manufactures over there. Relationships with shipyards and people over there. They really have impressive materials. Welding, anything to do with ship construction.

SHELLY LEJEUNE: That's why he is bringing up food trailers.

STEVE DEBRUHL: He's going to have a snack bar in that location so I don't know why he is talking about that. If he was here we could talk to him.

FRANK GAFFNEY: Next is update on VA.

STEVE DEBRUHL: VA is rolling. The bid Bobby was awarded the manager. NASA and VA combined. Mike McManis. He inventoried in. He's been going to the VA like three days a week. I think he sold 32 cases of coke this week out of one machine. He's doing good. Probably going to be a couple thousand a week by the time it's all said and done.

FRANK GAFFNEY: His credit cards haven't been hooked up yet. It's coming in on Mike's account. That account was separate from the federal city. He just took the whole report right over to them and paid them the money. So they didn't lose any sales. But now it's hooked up on his own account.

STEVE DEBRUHL: NASA gave us a nice, NASA is still a challenge. The tornado took out the main building. They have constructed a bunch of portable buildings for lack of better work. Not really portable. Very stationary portable buildings. And building decks all the way through it and some service, some common areas with picnic tables. And more machines going there probably the next two months. The storage room they gave us used to be a conference room. About the same size of this room here. The first day he was over there 3,800‑dollars he paid for. I know he has reordered a couple times since then. He serves NASA and then goes to the VA because we don't have any storage. He's rolling.

FRANK GAFFNEY: Any questions?

STEVE DEBRUHL: Don now has Bobby's old route. He doesn't have to drive in New Orleans anymore. So the post office in New Orleans I talked to the lady last week. When you go into the post office used to be a snack bar, closed now it's all the storage area. You would go through a cafeteria place with tables and chairs. They found out there was asbestos in the tile. They removed the old tile and just applied the new tile down there. The meantime three machines in there had to take them offsite and they had to move a storage area to another room in the front of the building which is only accessible, the guard has to let you in and out. The guard doesn't get there about 6:00 a.m. Sometimes he would wait for a couple hours. But talking to the lady said the floor has been applied. They got to seal it and everything else. She was saying it was going to be two weeks. Whenever he got back we were going to put that out to bid. Don went there Tuesday said it doesn't look any different to him. Dealing with the post office I don't know exactly what is going on. That will go out for bid as soon as we get back to normal.

HERBERT READO: How many machines.

STEVE DEBRUHL: I think 12 to 13. Maybe 14. Post office I think right now 425 people that work there. Back in the day a postal processing plant. Used to have 3,400 people work there. Now they have a night shift that comes in. I guess come in at 11:00 and work till the morning.

FRANK GAFFNEY: I believe three different managers at that post office.

STEVE DEBRUHL: Yeah, snack bars. Jimmy had 80 machines at one point. It's not that way anymore. I think if you are onsite servicing it best you can you can do okay. Probably level three, four.

FRANK GAFFNEY: All the post offices are down. Emma's post office only has three hundred something. Next thing on the list is DOD and that's Herbert cause he went to Washington when they were discussing them. DOD and the rest areas.

HERBERT READO: I attended a conference in DC with the rest areas and we had a pretty good response on the rest areas. My task was to meet with Graves and Richmond. And Graves, his office staff, not Graves himself, Representative Graves, but the office staff was pretty knowledgeable about the rest areas and he served on that committee. So he was very receptive to it. Our whole pitch was we wasn't opposed, but mostly the commercializing of the rest area. I met with Senator Richmond's staff and they had no knowledge whatsoever of even the Randolph Sheppard program. His staff that was very blunt, said get out. But I believe just a presence kind of makes a big difference sometimes. Hopefully we will get some input on that. I think we're getting a few responses for it on the commercializing. But it's still a big challenge because it's happening all over.

STEVE DEBRUHL: I think the best thing is the disarray of the Trump administration. The idea of the plan was to privatize these rest areas. That was tied to infrastructure plan which is not going to be voted on until after the election. Always a challenge. Anytime there is money to be made somewhere somebody wants to get it.

HERBERT READO: The biggest pitch was if they went commercialized it would limit the states and the states wouldn't have to maintain the rest areas and these private companies will. They say that can change because states that have a lot of snow having a big responsibility to haul all that snow out.

STEVE DEBRUHL: Also effects the collection of taxes. The McDonalds off the rest area.

HERBERT READO: They do have a few commercialized in California.

FRANK GAFFNEY: On the turnpikes or interstate.

HERBERT READO: I am not sure exactly where they are.

FRANK GAFFNEY: I know one of the states up north they are still fighting it. Something about only coin operated machines. But they took them off, but still fighting them whatever state it was. Anything on DOD?

HERBERT READO: Another thing we did in Washington was the military contracts with Randolph Sheppard verses the military. Some discussion as far as change somewhere within the law to put Randolph Sheppard as a priority within the military. What was happening is Randolph Sheppard was not being considered a priority because they are under LWC. Which means we wasn't given the bigger picture because we are not considered a small business enterprise because it's under LWC. Whereby ability one and federal prisons are exempt from that. They are on that list where they don't have to comply like LWC.

PINKY HARRIS: Because they don't have like a parent organization.

HERBERT READO: They do. But they got the inside scoop I guess.

STEVE DEBRUHL: What I understand them to say they have a certain percentage have to support disadvantaged businesses and businesses with disabilities and we're not getting that distinction. They weren't getting credit on their behalf by giving it to the blind. There is a movement to try to change that. Not giving if to LWC, it's for the Randolph Sheppard program. That was affecting their accounting for lack of a better term on their side. Also been slowing activity at Fort Polk.

HERBERT READO: Right now we're in limbo, delaying the contract for one year. Or whatever, I don't know. Kind of unexplained. The way it's written stalled for one year. That same letter can come back out again, you never know. We don't have a contract next year.

KEVIN MONK: We received a letter last week from Fort Polk which basically stated the army was choosing not to exercise the next year option on the contract.

STEVE DEBRUHL: A one year contract with four 1 year options. It's not a five year contract.

PINKY HARRIS: They can go out on it whenever they want.

KEVIN MONK: I guess they could go out one year and then back another one. I don't know. Brand new situation.

HERBERT READO: They are trying the self feeding program.

STEVE DEBRUHL: There was a letter that came out, the managers, my position, Kevin's position. There is like a list serve. About seven states got this letter from Department of Defense looking for cost savings to support the military. They want ideas how basically they can renegotiate the contract. Looking for cost savings that we can provide, cutting down your hours or anything else. I have heard one other military base that they just got that letter that Herb got. All of them getting this letter saying they want a better deal.

PINKY HARRIS: When we signed a contract this last one did we know it had four 1 year options or was it portrayed as a five year contract.

HERBERT READO: It had that in there.

KEVIN MONK: The rational they're using the troops are self feeding. Essentially they are going in and practicing what they would need to do if they were on the front lines in battle. Essentially to feed themselves. And that's hard to argue with. But I don't know.

PINKY HARRIS: I thought they ate pretty much MREs.

STEVE DEBRUHL: Sometimes they do. Sometimes breakfast in the field, MREs for lunch. The base is really for training. It's pretty amazing. It's a huge place. They have indigenous people like you go into an Iraq village, it looks just like Iraq. They have Iraq goats that run around. When they are out there doing that that's like battlefield conditions. They may stay out there for three or four days and do MREs. They have a regular base that Herb has a cafeteria. Fighting the battle Leesville Louisiana that's where they are headquartered.

KEVIN MONK: They had a food trailer they could pull, I'm sure won't pull it down to the front lines in battle. Put it 10 miles back where it actually folds out and they can serve, they told us how many, a thousand meals or whatever out of this one little trailer essentially. I'm assuming they are using that. I don't know.

PINKY HARRIS: At one point Lee told me he had a fleet of 18 trucks and they went all over the base.

STEVE DEBRUHL: Yeah, 22 trucks which are now parked.

HERBERT READO: Basically used for in field.

FRANK GAFFNEY: I did my training at Fort Polk and at that time what they did was everybody there was trainees and you just got selected for duty.

STEVE DEBRUHL: Apparently that's what they are doing now, I guess.

FRANK GAFFNEY: As far as in the field Vietnam all we had was the C rations. And the delicacy was the long range patrol. And I can tell you this if you got the chili con carne you needed a hammer to break them beans even after you soaked them forever. We used C4 to get the water hot enough. Wasn't no feeding in the field.

STEVE DEBRUHL: You're not helping the case.

FRANK GAFFNEY: At that time you had a lot of people in the army training for MOS of cook and other stuff in the kitchens. And I don't believe they have that as much anymore.

EMMA PALMER: When they start doing this does that mean all the equipment have to come out by next year.

STEVE DEBRUHL: All the equipment belongs to them. They spend all this money on training these people on high tech weaponry we're going to make them peel potatoes, seems kind of silly.

FRANK GAFFNEY: When they're paying people to reenlist. Any other questions? Herb will keep us informed on that. The next thing is healthy vending which is Shelly.

SHELLY LEJEUNE: We started the healthy vending with the demonstration we had. And I know one other manager in our area, Shirley does it too. I think we might be the only ones. I'm still doing it. I still have the pushers. I changed a lot of different products to different things. Some things do pretty good, some things don't. We're still doing it. Still got it going.

STEVE DEBRUHL: I've been communicating with Rebecca from DHH about the executive order. They were trying to get a grant how they could help us. One idea I proposed to her if she would pay the credit card processing fee, the monthly fee, 5.95 a month, I think Shelly pays 8.95 a month we would provide her a list of products that was sold. That way she can track a good point of reference what people are actually buying and what products are selling. She liked the idea. They got a grant. They put in an application and wrote a letter. We jazzed it up and Eva signed it supporting the grant. Hopefully we will get some money if the managers give up that knowledge and pay them each month. Not the 5.5 percentage or whatever the percentage is. Whatever your fixed cost. Five machines you're paying 5‑dollars a month for credit card processing you get 25‑dollars. When that comes out I will present it to everyone. They don't seem like they're really pushing the healthy vending ordinance or executive order.

PINKY HARRIS: My building pretty much told me don't worry about it.

KEVIN MONK: The thing is guys, like I told some folks here a while back, healthy vending is here to stay. It's not something we can just ignore and it's going to go away. It's here to stay. Unless we make efforts like Shelly is doing and Shirley and whatever. Unless we make some real efforts to do it they're going to come in and tell us what to do. We need to help drive this thing. We need to make it go the direction is going to help us too because it's not going away.

STEVE DEBRUHL: Not everybody wants a snickers. I know I don't look like it, but I'm pretty selective myself when I go to a vending machine. I will probably take a healthy choice if they have one.

FRANK GAFFNEY: They're also Vistar sent out an email with a list of products they sell that are on the list. I sent it to Steve so anybody wants a copy. Steve has it like six or eight downloads on it.

PINKY HARRIS: I cannot use Vistar is my current problem.

FRANK GAFFNEY: Still give you the products.

PINKY HARRIS: I'm getting as many products as I can find. I'm doing okay. I'm pissed cause I can't get the products I wanted. They pretty much have the monopoly on the healthy vending right now.

KEVIN MONK: One of the ladies at DHH, y'all forgive me I don't know what the markups are or what the prices are, but they mentioned some Amazon business thing. Like I said, I don't know. That's the first I heard about it when I was in that meeting.

FRANK GAFFNEY: Amazon has a store. Amazon has a all healthy products. And you buy it from them by the case and they ship it to you.

KEVIN MONK: It's not pantry, it's something else.

PINKY HARRIS: If y'all find out text it to me.

BYRON ANTOINE: If you become an Amazon prime member and send all your information proving you are a business there is one price to non business people like Sams. And then if you certify as a business and your state taxes there is another set of price for you as a business to get the items.

PINKY HARRIS: How do we do it if we're a sole proprietor.

BYRON ANTOINE: You set up an Amazon prime account. You submit as a request as a business. They are going to ask you for all the registration, LLC or whatever you are. Whatever your business model is you submit it to them. What is applicable to your state. A team that's going to verify it. Within 30 days they will send you back a letter saying you have been approved or been denied. I did it for my Randolph Sheppard. I was denied. I didn't fill something out right so I am doing it again. It takes 30 days they get a response. They work with you.

PINKY HARRIS: If they will accept our 1355 that would be great. Hardly anybody accepts it.

SHELLY LEJEUNE: Amazon prime like 120‑dollars a year.

PINKY HARRIS: Yeah.

BYRON ANTOINE: We pay for Sams. Wherever you go you pay a membership fee.

SHELLY LEJEUNE: Sams when you are priority one you also get a kick back on everything.

STEVE DEBRUHL: Especially for people that don't want to buy a lot. Do you have a minimum purchase.

BYRON ANTOINE: No, whatever you order. It was by the case of course. Just what you buy. And still ship it to your house, whatever address you give.

SHIRLEY MCCORCALL: How big is that case. If I have to buy 100 of something and I don't know if they are going to buy it.

PINKY HARRIS: Even at Vistar the case there is like 150 in a case.

FRANK GAFFNEY: One of the main problems with healthy vending the cases are so much bigger. At my location, I am on the interstate, I try it I put those cliff bars and joy bars and all that stuff. They been out of dates for months and I can't even get my grandson to eat them. Just because people are on vacation and they don't care about it.

STEVE DEBRUHL: Frank and I were talking about these gumball machines that people have. A site that sells them. I didn't know it was such a big deal. Frank likes it, right.

FRANK GAFFNEY: We got them set up at Emma's at the post office just for a one thing to discuss her biggest seller is those gumballs from Sams. And I got the machine set to where it gives them two of them. Of course they're hollow and they think they're getting a real good deal because it's two of them. They only cost you 4 cents. And you are getting a quarter for it.

PINKY HARRIS: The ones that give you the handful of peanuts or whatever. Yeah, I love those.

FRANK GAFFNEY: I found a site right here around New Orleans. Get the single ones, the one say six of them on it or whatever. And get the price when you buy it get the price set up whatever you want. Want to sell it for 50 cents give you one set to 50 cents. We had to kick the person out of the post office he started slipping in and empty money out of the machines so she didn't get nothing.

STEVE DEBRUHL: They say they are with the blind. Trying to parlay the Randolph Sheppard. Putting these gumball machines in DMVs and stuff. They are not supposed to be there. The biggest challenge with this program a lot of people don't understand it. If you want to get some of those gumball machines. I was concerned about the health aspects of it.

EMMA PALMER: The DMV in Shreveport got a lot of those machines in them.

STEVE DEBRUHL: Put your own gumball machines next to them. How many machines you have like that.

EMMA PALMER: Five.

SHELLY LEJEUNE: If you put them in state buildings you better get permission first.

STEVE DEBRUHL: We have the priority to be there. They don't, we do.

FRANK GAFFNEY: I have decals. You can get them made that say Randolph Sheppard blind vendors or blind vending. That's what I put. Right now on Emma's put on stickers with RSVL. Clear with black letters. Still see through it. That's what I have been putting on Emma's machines.

EMMA PALMER: The parish courthouse in Shreveport guy come load the machines in six in the morning and try and miss me. But when I caught him he would give me 60‑dollars.

FRANK GAFFNEY: Anybody interested get with their RSMA and we will go from there. Moving on.

STEVE DEBRUHL: Alex success story there. Finally got back open. Pinky used to run that location. They moved downstairs. I don't know if you have been over there it's very nice. He opened back up. Started doing about 350 400 right away. They had a jury trial in there and worked with the judge. He had a 900‑dollar day last week. He's getting better every day. Been open I guess about three weeks now, four weeks now. Where it's at the end of the hallway, still construction around it. Kind of hard to see so we have signage we put up, sandwich boards and stuff. They seem to be finding it. They have construction workers who are building out the other location. Doing a big breakfast for them and doing pretty good for lunch.

PINKY HARRIS: Probably 80 percent was deputies from inside the building. They will find it. I didn't do that much business from outside.

STEVE DEBRUHL: You should check it out. Kind of like a 50s type diner.

PINKY HARRIS: Yeah, I would be jealous as hell.

STEVE DEBRUHL: He is doing well with it. His son and one other worker there. Doing good. The day he was supposed to open apparently you can drive a scooter if it's not over 50 CCs. It's like 49 1/2 CCs. He was turning left and the car was turning right. He got knocked off. Limped over and bought his initial inventory. He's a tough guy. He's doing well and he's okay.

FRANK GAFFNEY: Any discussion on that? Next is wildlife and fisheries, Lafayette that's Steve.

STEVE DEBRUHL: There was a building over there that was empty that wildlife and fisheries have taken over. They're going to consolidate a couple field offices. Initially going to have 25 to 50 people July 1st. I guess the eventual goal to have 150 people in there. They have half the building and rent out the other half. There was a cafeteria there before. An engineering firm which had about 450 employees. We told them we didn't want to do a snack bar at this point in time we would do the vending. They didn't like that. Apparently the secretary of wildlife and fisheries contacted secretary of Louisiana Workforce Commission. I actually had an email with the secretary and he understands there is not enough population in there. As they grow open the idea if it ever does have enough employees to sustain it more than happy to revisit our idea and open a snack shop.

FRANK GAFFNEY: If they will pay us we will open it.

STEVE DEBRUHL: They might have 50 employees there. A lot of them are agents that go out in the field all day. They're not there most of the day to even support it. We put out a bid third party. Talked to Earl about having somebody service the location and machines. Didn't really get any bites on that. Did a bid MM does most third party in Lafayette and Lake Charles area they were the winning bidder. Talking about moving in July 1st. Paul went by there the other day said there's not a car in the parking lot. I think it has to be rehabbed before people move into it. That's on the horizon. That will be third party revenue. Until unless it gets bigger.

SHELLY LEJEUNE: What part of Lafayette.

KEVIN MONK: On Dellis Drive which is near Mike Domain.

STEVE DEBRUHL: Mike didn't really want to mess with it.

FRANK GAFFNEY: Any discussion? Moving on third party contracts.

STEVE DEBRUHL: Skipped over RSA purchasing. RSA Rehab Service Administration. Where we get the federal money from. You may know this, the regulations says now anything over 5,000‑dollars has to be approved RSA before we can purchase. We sent them a list of a bunch of items. That's for equipment. Also about reimbursing you guys for travel here today. We sent a request to RSA to cover you guys for the next year for these meetings, your traffic expenses and then items including Shelly's steamer, espresso machine and I put a couple auto fryers in there and 10 5,000‑dollar vending machines and they approved it all. We have prior approval when it comes time to buy we can actually purchase it. Actually pretty painless process. We had to write it up and detailed everything and they approved it pretty quick.

KEVIN MONK: Just be glad we are not in Florida. There is some regulation basically says 5,000‑dollars or whatever the state minimum is. Florida is 500‑dollars.

FRANK GAFFNEY: I heard it was a thousand.

STEVE DEBRUHL: Louisiana is also 5,000. We are in line with the feds.

PINKY HARRIS: They have a bunch of unassigned vending machines and they split the profits amongst the venders. My understanding they don't have per say locations.

FRANK GAFFNEY: They have a lot of welcome centers.

PINKY HARRIS: I don't know where I got that information from. Pretty much send you a check.

STEVE DEBRUHL: They sent a letter and said we are going to need this and this. It got scrutinized and had to go back and get documentation. We didn't have that issue. We are in a different area so a different person looking at it. Luck of the draw I guess in that case. There was a waiver applied to Randolph Sheppard 25 years ago that expired like two years ago. Supposed to have been doing this the last two years. Fortunately they are not going back checking things. We are prepared if they are. As more states come online they have to start getting the prior requests. Right now only two states submit requests. Our guy's in charge of 11 states. When 11 states start submitting requests slow down the process. We'll try to be proactive and look ahead what we are going to need for the next year.

KEVIN MONK: And they let us group things together. It's not we need a vending machine send up one request. We tried as best we could to figure out what we were going to need and Steve and the RSMAs pulled together a list and I submitted it. As kind of an aggregate and we got, I don't know, probably 150,000 dollars worth of stuff I'm guessing all approved all at one time.

STEVE DEBRUHL: Most of our items don't cost over 5,000. We did the bid for the vending machine. David saw three companies and got a price on the vending machines for the year. The only one the AP outsider was 5,200‑dollars. But all the other machines are below the 5,000‑dollar threshold. We don't have to get approval on 4,995. Just 5,000 or more per item.

FRANK GAFFNEY: If the people using the AMS I have the AMS and my machines are only two years newer than the APs that we have.

STEVE DEBRUHL: We just bought Antoine a new one. Refrigerator machine. Nathan said he was real impressed. It was easier to move through the doorways. It looks bigger, but easier maneuverable.

FRANK GAFFNEY: I love the AMS machine. Mine is only two years newer than the APs that we have and the APs we have are all tore up. I haven't done nothing on my four machines. And they are outside with people doing everything. Third party contracts.

STEVE DEBRUHL: Chauntey just gave me another bag full of receipts. She has been keeping a running tab. Eric and I have been working on that as well. She keeps her books and Eric breaking those out by federal so when we do our federal report we got everything we need. One of the biggest is going to be Fort Polk, get money from black stone. I think last year we got close to 70,000 bucks as part of our agreement with Fort Polk. That's going to be a hit to the trust fund with no revenue coming from there next year. Just more prudent how we spend our money.

FRANK GAFFNEY: Did we get up to date on black stone.

KEVIN MONK: No. I have information, but part of the reason we didn't get anything back one quarter because there was a loss. We haven't gotten any recent payments because there was a loss or this last quarter they were making up revenue from the loss, the quarter they lost money. I don't have any other update. The good thing is we don't get a bill when they lose money.

STEVE DEBRUHL: One of the bright sides is University Hospital in New Orleans. This is a coke check right here for last month, coke commission 7,245‑dollars. The snacks have mirrored that. Probably going to get about between 13 and 14,000 out of the medical center.

PINKY HARRIS: How long was that for.

STEVE DEBRUHL: They just built it. As long as it's standing. For a month. This was for the month of May. This is one we had to threaten lawsuit with. I think 36 percent. The year to day commission for the month of May almost 35,000 in coke for that. Last month 16,300‑dollars in sales. Our commission was 7,000‑dollars. It's a very aggressive percentage. That's the balance. You have to have money in the trust fund to buy what you need to buy. Now that's been established and set up. I don't think we're going to have any blip on that. Always be prepared to defend it. That's the one they tried to back door us and not pay us.

KEVIN MONK: Cynthia the attorney at LWC she's really instrumental in making that happen for us between she and Steve.

STEVE DEBRUHL: The most important thing is the law. We have the law on our side. Not everybody knows the law. Our job to educate them, let them know what the deal is. We're unique we can go into these places and bring 50,000 worth of restaurant equipment. Just give us the space and electricity.

FRANK GAFFNEY: Next on the list I'm skipping over one because it was in there twice. Update on third party which is what Steve just discussed. Eric is trying to get all that stuff arranged and separated.

STEVE DEBRUHL: I can start emailing you that. And that's part of the problem too, sometimes the check won't come to Chauntey or us. It will go across the street. We've been comparing that to the bank statements each month. If we see a deposit we didn't generate we will track that down. That has to be accounted for when we do our federal report. Always a challenge like some coke will say University Hospital, other times just say Randolph Sheppard. We're working with coke to try to get each location buttoned up.

FRANK GAFFNEY: Next on the list is budget, Kevin.

KEVIN MONK: We anticipate the Randolph Sheppard budget will be the same as it was this current year. Of course with the changes in revenue thank goodness as Steve said just now University Hospital is coming up. Next year at least is looking good in terms of the stipends that are coming out. I know everybody is probably wanting to know that. We've received I think 48 responses and Chauntey is pretty much up to date with imputing all of those into the system with the exception of the last six or seven that we just got. And so as soon as I get notification that the budget is ready and the money is in there for next year ready to go all I have to do is hit approved on each one. The specific code that needs to be put in there so a 1099 gets generated for you guys is there. You shouldn't have any issues. We should be good to go with that. Now in terms of the LRS budget, which of course could impact the pipeline of folks coming into the Randolph Sheppard program, y'all read the newspapers, listen to the news, the radio, whatever so y'all have about as much information as I do. We know very much in fluctuation right now. The legislature is in session and we won't know for sure until the final gavial falls. What I do know at this point is that the budget that was actually approved by the legislature and signed into law previously had LRS with about a 24.2 percent cut. That's the VR program. Now there are supplemental house bill ones out there, different things out there, tax bills coming in so we don't know what's going to happen. We are holding our breath hoping and praying for the best for VR.

FRANK GAFFNEY: I talked to Lynn I asked him, he keeps up with that, he said I hate to look at it.

CHAUNTEY: With the stipends Kevin isn't the only one who has to approve. So after Kevin approves it has to go to like.

KEVIN MONK: To the appointing authority, the person over the Office of Workforce development and then it goes into the LWC purchasing. It has to go two or three steps. Those usually happen pretty quickly for the most part after that.

FRANK GAFFNEY: What's good this time the fact we are getting it early. All go as a big group instead of one this day, one this day, then misplaced on desk and we wind up not getting our checks till October. Everybody needs to make sure when they get their letter they send it in promptly.

KEVIN MONK: If you hear of someone who hasn't gotten anything or tell them to let us know. Sometimes people change, people move, addresses change, different things happen.

STEVE DEBRUHL: People throw things away.

KEVIN MONK: Whatever. If you hear about anybody that hasn't gotten it we're not trying to keep anybody from getting their stipend. Just let us know. Have them to let us know. Whatever it takes.

PINKY HARRIS: Thank you for the prompt response. I appreciate that.

STEVE DEBRUHL: We have 48 managers. A few we tracked down already that said they didn't receive their mail. Chauntey is sending them some extra ones out there. I think we are in pretty good shape. Any specific individuals we can look it up. The former chairman, won't mention any names here. His was 12 months late in submission. If you don't get the paperwork in you are not going to get paid. We can go back little bit. If somebody gets bid letters and this and that and don't get the other one.

PINKY HARRIS: I have been getting bids, but I didn't get that letter. But I did get it when y'all resent it.

STEVE DEBRUHL: That happens.

FRANK GAFFNEY: Next is upwards mobility training including tag manuals for new managers and permits.

STEVE DEBRUHL: We talked about doing a meeting for all managers in Baton Rouge and pay for hotel accommodations for people out of town. We still want to do that. Try to do a regional meeting prior to that. The plan was to try and do it in September. At this point might be late to do that. Talk to Shelly about dovetailing into the RSVL convention like we did in the past. Might help since everybody is going to be in Baton Rouge or New Orleans.

PINKY HARRIS: We do have the accommodations for the whole weekend.

STEVE DEBRUHL: That may help because that money has to come straight out of the trust fund. A dispute whether we can use federal money for that. I think because mandatory training is required by federal law it should be. We have had a discussion with RSA so that hasn't been resolved at this point. Do regional training early September, discuss these items plus a few other items, credit cards being one. Always harping on credit cards. I know we have some new managers. Three different managers got hooked up this week. If you want a credit card for your machine let us know.

SHIRLEY B: I'm still waiting on mine.

STEVE DEBRUHL: John has them. Just let me know ShirIey. I think he has them in hand.

SHELLY LEJEUNE: Shirley B is on the list. I gave Michelle the ones in my area.

PINKY HARRIS: I learned a very valuable lesson about Square. You must process the transaction on the terminal it was swiped on. I lost 250 this week because I was using an old iPad and it was suddenly no longer supported. I couldn't get the transaction to process through another device. Just a side note. We went out the Best Buy and purchased a new iPad. It's well worth that fee.

HERBERT READO: Question on the upward mobility training. When you are doing that training do we have to send an agenda to RSA.

KEVIN MONK: If we're going to do a group training where we bring everybody into one place and pay travel and hotels and that kind of stuff yeah we do. Prior approval.

STEVE DEBRUHL: Regional training, no.

HERBERT READO: One of the things that was done talking about in DC doing the mandatory training the agenda what you're really training on and a lot of feedback was coming with the vending facility training. That was a lot of feedback that says that should not be included in upward mobility.

KEVIN MONK: I think it was some states were just going in this is how you stock the machine, this is how you clear a coin. Real, real basic stuff. What they are saying upward mobility training should be mostly geared towards how to improve profits, how to make your situation better.

HERBERT READO: I was picking up the vending machine training should be done when you're coming into the program. When you are doing your training you should get that vending machine training at that time.

STEVE DEBRUHL: How long ago was that.

HERBERT READO: I did that in May.

STEVE DEBRUHL: When did you first get your first training on vending machines. Back when they were hand cranked.

FRANK GAFFNEY: I think all in the way you word it. People hadn't trained on vending machines like he was saying in years.

PINKY HARRIS: If you have new vending machine technology that would qualify I'm sure.

STEVE DEBRUHL: Good to know.

HERBERT READO: Just RSV kind of tightened down. Even with RSA what we did sage brush some kind of way we did a tournament and RSA squashed it. Be careful what you put on that agenda.

STEVE DEBRUHL: RSA is run through Department of Education. They got 100s of open positions in Department of Education. Most we can do on our own without having to go to RSA the better it is. Right now the delay wasn't as bad, but as things progress.

KEVIN MONK: I actually read yesterday there is a proposal out to combine Department of Education and Department of Labor. At the federal level.

FRANK GAFFNEY: They have been talking about that for a while. All these conferences talk about doing it. That doesn't mean it won't happen. Talk about I know for the last five years. Any questions on that? Next thing is inventory in and out. Which we have a form for that. At the regional training we added to it too. It doesn't happen the way it's supposed to happen. What we have gone through and decided because all the problems we were having, and this all got written up and everything. I gave y'all copies of it. A format if you put in for a location and you're granted the location the RSMA to start with supposed to go to your location and give you the form that you are supposed to fill out with all the prices and all the other stuff. Then the RSMA is supposed to quick check to see what kind of amount of stock you have. Also supposed to inspect your equipment and if it's anything unreasonable, filthy, put it that way. You were told you have to clean that before you can move. And then when the time of inspection comes around if you go in there and that hasn't been done then that outgoing manager is responsible for having it cleaned. And if we have to have it cleaned whatever we pay to have it done gets added to their inventory.

STEVE DEBRUHL: I know we haven't been really enforcing that in the past.

PINKY HARRIS: Criminal court shouldn't have been open.

FRANK GAFFNEY: That's what I'm talking about. Again also on the stuff you have if you don't have receipts for it it's not there. The incoming manager doesn't get stuck with something so old just because there's not a date on it it's so old. If it's not on your last six months worth of inventory it ain't there. There is a whole lot of stuff on there nobody knows about. Something needs to be discussed. We get too many people moving to new locations or taking over locations and they get in there and got all this stuff they got to do.

STEVE DEBRUHL: Inventory is really between the outgoing manager and the new manager. The RSMA is there to supervise, but it's an agreement you make. If you get, I know Herb ran into this at Rubicon. The new manager didn't want to take the can vegetables, wanted to take something else. That is an opportunity we allow them to do. Usually take the hit on what's not picked up. Pretty liberal on what we let people turn down. The idea once you get that initial inventory you need to maintain that level of inventory, end of story. You have 7,000‑dollars worth of inventory you should have 7,000‑dollar worth of inventory.

HERBERT READO: The sheet you are talking about when a new manager coming in.

FRANK GAFFNEY: Yeah.

HERBERT READO: How much advance notice would they be given.

FRANK GAFFNEY: There is a time in it. It's over a week. Because the old manager is still there.

STEVE DEBRUHL: We just did that with NASA and the VA. We have an inventory list. Mica did most of the work. He was there and the old manager was there, new manager. We count each machine, each case and they agreed and both signed it off. It's not really the RSMA's responsibility to count everything. The manager's responsibility.

EMMA PALMER: The old manager have everything on the list.

FRANK GAFFNEY: How it's supposed to happen.

EMMA PALMER: The old manager has the list and everything in that shop is listed on there.

FRANK GAFFNEY: How are you going to list it on there if you don't have the receipt for it.

EMMA PALMER: Technically.

FRANK GAFFNEY: Unless somebody makes an agreement. When I did inventory in Monroe the manager died and Odel was taking over and I went over and did the inventory. There was no receipts at all. So me and Pam took all the count home and we did the inventory. And then there was stuff that was just buckets of stuff. I got the two managers and I said what I thought it was worth. If they both agree and I had them sign it they were both agreeing to it. That's when you get two managers that work together good.

HERBERT READO: I prepared the inventory for Department of Agriculture when we switched over with Leronica and everything was already written up. Maybe a few items that added on. When I did that the reason I timed because in preparing for that that was not easy. Even keeping invoices in that order and me having to go back and look and do these invoices takes a lot of time. But I did make that sheet. I had the vending machines in a separate area. Everything within the vending machines. And when we completed that inventory it had only taken us about maybe an hour and a half to complete the inventory because of the preparation I had already done. Only thing really count it up. In doing that if that manager would keep that same inventory or that same spread sheet that would help them in the event they leave that location. If they update that sheet periodically when they get ready to leave present that same inventory sheet.

EMMA PALMER: If you're doing your thing and keeping up your stock you're restocking basically the same thing. Your receipts should be current.

HERBERT READO: Just go in and update it.

BYRON ANTOINE: It should work that way. Before you got there Herbert it took my son and I five hours. When I started to look at the building most of the machines were broken. I unjammed it and 12 drinks fell out. Now top of the machine had current product. The bottom of the machine had out of date. When we pulled all of that outdated product out there were over 38 cases of out of date drinks. And then when we went to the freezer and to the snack machine out of date stuff toward the back. The stock room we started pulling stuff out, the front of the cokes stacked up they were in date. When you took the front out and look in the back they were out of date. If you are going into it you really have to physically look at it. Michelle can verify.

EMMA PALMER: That goes without saying. That has nothing to do with everything being on that sheet. Still got to physically look at it for your dates.

BYRON ANTOINE: Sometimes if you get a good manager like Herbert or someone that has rotated properly and kept inventory in order then yes, those things can work.

EMMA PALMER: You look at your dates I don't care who it is.

BYRON ANTOINE: My point is in that transition it took us five hours. Because snack machines were broken, drink machines were broken, outdated product in the machine. The warehouse it was filthy, the snack bar prep table was left unclean.

HERBERT READO: The outgoing manager has to be prepared. If you know already there is a date of schedule inventory you go in there previous if something is outdated or close you take it home or discard it. If you go in there and not prepared for inventory than I don't know. Even with the machine in service if I know already there is some problem with the machine then call the service tech before that happens so they can have a smooth transition. You don't to wait until that manager take over.

FRANK GAFFNEY: One of the things I'm trying to get at to try to eliminate that. Before the inventory and tell the outgoing manager what they need to do. Not do all the work for them, but tell them this what you are responsible for doing. And this is the consequences.

BYRON ANTOINE: We've had to clean several places and pieces of equipment. That goes for anything. You send a piece of equipment back to the warehouse and it's nasty we don't take it to the scrap yard. Someone else has to clean your mess.

RICKY PETTIS: What happens to your outdated, I got a refrigerator working Board of Health say it should have been out of my place two years ago. It's working good, I like it, but the Board of Health don't like cause it's so old it start pealing. It maintain temperature.

STEVE DEBRUHL: The racks and stuff can be replaced.

RICKY PETTIS: Talking about the bottom, the pieces chipping out of the bottom. Not stainless steel.

STEVE DEBRUHL: We had a situation in New Orleans the machine has a double pain glass air going in there and causing fog on the glass. It wasn't damaging the food. They thought it looked unhealthy so we gave it to Bobby to put it in a store room cause it works fine. Anything over a thousand dollars has to be surplused through state surplus situation. If you need another cooler we will get another cooler.

FRANK GAFFNEY: Each incoming manager they are responsible for counting it. And verifying the dates before it comes up. We had this happen in New Orleans area months later they come up with all this stuff was out of date, it was no good. Already thrown it away supposedly and want us to give them credit for it.

PINKY HARRIS: Like accepting an order, if you sign the invoice then you took it.

FRANK GAFFNEY: In this proposition we have a form made out for it. It allows five days if you got something say a whole bunch of lettuce you counted it came in Monday and it was no good. You had five days to report stuff like that and taken off your inventory. Using that for example.

HERBERT READO: I wouldn't even count that. Ten days on there I wouldn't even count it.

FRANK GAFFNEY: You are not even responsible for anything that is less than two weeks. You are not even responsible for it. Should never go on the inventory.

HERBERT READO: I think if it's inventory you have to be prepare for the inventory and that's the problem managers are not prepared for inventory. Might be another training.

FRANK GAFFNEY: That's what I'm talking about. We had one with Emma when she had the state building. When the other person took it over there was stuff. She went to Vistar and bought everything new. And there was some stuff there that was left there but it was not counted. It was given to the person and then they came back later on to David saying Emma was cheating them, gave them stuff that was short dated.

EMMA PALMER: I had my list cause it wasn't on the list. And even David know I gave all the spices and all that. You can have that if you want it and they wanted it all. But later on they wanted to be paid for it. But I had the list of the inventory we both signed off at the end. The way I had it made up I had a list of everything. We counted it all and between the both of us we agreed on it and called David in and gave it to David and he went back and typed it all up and did everything. When he brought it back for them to sign like no she charged for me. No you didn't get charged for that.

STEVE DEBRUHL: It's imperative you have the receipts. We lose track of the fact these are state and federal dollars. There's laws. Someone come in here and start scrutinizing what's going on may not be having such a happy conversation. You do your inventory if you start with three and you left four and get a thousand dollars back. They want to see that receipt before they cut that check to you. Before we include inventory form with the prices. Sometimes pay off with that, sometimes they won't. A lot of times they'll demand see the receipt attached to the submission before they pay that overage. If you are not keeping your receipts you're doing yourself a disservice.

EMMA PALMER: One we finished the inventory two hours we was done, but he didn't sign off so I had to come back three days with this bag of receipts. And he said I can't do it my worker is not here, I can't do it my niece is at this office. I finally had to call David he need to sign to tell me he agreeing with this or what. I am hauling these receipts on the bus the third day. David finally came over and told him if you are not having a problem you are going to have to sign off. You can't just drag this on.

STEVE DEBRUHL: We don't want to have a location shut down because the manager's complaining. It's not your location until you sign off on that inventory.

FRANK GAFFNEY: This same manager when they left Emma had to take it over from them as a satellite again and he's got all this stuff in there his wife worked at Freds with no receipts.

HERBERT READO: Another thing you have to watch for too is Sams. Sams has bad dates.

STEVE DEBRUHL: Get all the initial inventories, checking all the managers making sure they have the inventory. Keeping track of stuff shouldn't be that hard really. Between outgoing and incoming manager. Shelly says that's worth a quarter he says I will sell for a quarter.

FRANK GAFFNEY: Made an agreement, I had both of them sign the agreement. Moving on the next item which is not on there, but it was make a request for reimbursement for registration fees for the upcoming stage brush and blast. For anybody who wants to go. Blast is in November and stage brush is February 13th or something like that. Twelfth.

STEVE DEBRUHL: November what, 13th.

SHELLY LEJEUNE: Tuesday through Friday.

STEVE DEBRUHL: Going to have that agenda for both of them. Talking to Terry Smith they already approved Blast's agenda.

FRANK GAFFNEY: Stage brush knows better now.

SHELLY LEJEUNE: You said that was a motion. I will second that motion.

STEVE DEBRUHL: A ball park figure how many people are going to go to these events. We can't just keep saying can you approve them, can you approve them. Submit a request say ten managers. Let's figure out how many people really want to go. Maybe pad that a couple. Rather over estimate than under estimate.

SHELLY LEJEUNE: For blast I sent my registration in already. Anybody sends their registration before July 13th.

FRANK GAFFNEY: If we register now it's only 200. If you wait it's 300.

PINKY HARRIS: Stage bush generally if you register before December 31st it's cheaper.

STEVE DEBRUHL: I know Terry Smith said blast has already been preapproved so that shouldn't be an issue. RSVL the one that got shot down last time.

FRANK GAFFNEY: RSVL learned their lesson.

STEVE DEBRUHL: It's a reimbursement. It's up to you whether you decide the 200 or 300.

FRANK GAFFNEY: Submit for 300 because that's the most it would be.

STEVE DEBRUHL: If you paid two you are not getting three.

SHELLY LEJEUNE: I got my receipt already.

STEVE DEBRUHL: That's what we need to submit to them to get the approval.

FRANK GAFFNEY: Herbert will be going to the RSVL meeting in July. Or first of July.

STEVE DEBRUHL: So you think ten people.

FRANK GAFFNEY: We have to have some kind of a number.

STEVE DEBRUHL: I would say eight on the upside. Kevin and I will work on that. Do it one time for both events. We need the agenda for RSVA and stage brush.

HERBERT READO: We will try to get that in.

STEVE DEBRUHL: We can't ask until we have the agenda. I rather do it both together.

HERBERT READO: Can we call for a break.

FRANK GAFFNEY: Yeah. Call back to order. The next thing is open discussion. Hearing none we will move on. Subcommittees. Shelly for budget.

SHELLY LEJEUNE: We heard the report from Kevin and that's pretty much all I got to say about that. I can't change nothing.

FRANK GAFFNEY: Constitution and bylaws which is Lee, Don and Janice. Nobody is here. No discussion. Inventory is Janice, Shelly.

SHELLY LEJEUNE: Inventory you heard we had a big long discussion. I really think it needs to be brought in regional and state mandatory meetings.

STEVE DEBRUHL: Okay.

FRANK GAFFNEY: Location mergers.

SHELLY LEJEUNE: I don't think we have any mergers, right.

STEVE DEBRUHL: No.

FRANK GAFFNEY: New facility development.

EMMA PALMER: I don't have any if Steve don't. Maybe if we have any managers, anyone that feel like a facility we may can look into they should contact.

STEVE DEBRUHL: What that means I told them before, oh they got a chemical plant by my house. Well give me the contact information, the address, the person. Do a little leg work and we'll gladly try to chase it down for you. I talked to the DOTD guy an issue at mounds rest area. He feels confident he should be back open September October. He did say the contractor over there he's a piece of work, that was his comment. For three years he's been working on this rest area. Assured me he would be open in September, no later than October.

SHELLY LEJEUNE: New locations, that place in Lafayette is that considered a new location.

STEVE DEBRUHL: Like a new third party location. Hopefully the idea is to build it up and go from there.

FRANK GAFFNEY: While you were talking about that did you want to say anything about mound.

STEVE DEBRUHL: It's a rest area on the outskirts serviced by Chad, Louisiana Toms. We get a lot of complaints people go in there the machines aren't working. One of the reasons the truck drivers, supposedly, unplug the machines and plug their phones to charge and they are not plugging them back in. They keep complaining to us. Toms has thousands of machines. Never had any issues. I don't know if someone is sabotaging him. They also have a problem with mice chewing up the wires. They don't get in the machine where the product is. Where the motors are.

FRANK GAFFNEY: They eat the plastic off the wires.

STEVE DEBRUHL: One did get into the board of the snack machine. He had to replace the board last week.

RICKY PETTIS: I got a suggestion for you all. You need to get an electrician and take the ends off the machine and hard wire it direct. Put a hard wire, put a case around it so they can't pull it out. That will solve it. All they see is wire going from the machine into the box.

SHIRLEY MCCORCALL: You would have to ask the facility person.

FRANK GAFFNEY: At my rest area my machines are too heavy to move and one extra on most of them out beside.

STEVE DEBRUHL: He's putting cameras inside the vending machines. About 200‑dollars what he pays for them. The guy said we could try to build some kind of barrier between the machine and the wall. The guy does understand that is an issue. The meantime this guy has to go out there almost every other day plug the machines back in. Go out there and have signs the machine is out of order. He should just reach out and just plug the machine in.

FRANK GAFFNEY: He knows when his aren't working.

STEVE DEBRUHL: He's getting frustrated cause he's having to send a guy out there all the time. Hopefully we can block the people. If they don't unplug it it works fine.

FRANK GAFFNEY: The next thing is rest areas again which we have gone through most. The only other thing is on my rest area memorial day weekend they came in on Friday and closed down half my rest area, fenced off everything and then didn't even do nothing until the following Tuesday. They had to pick a holiday weekend. For at least the next six months. And the people at the rest area they didn't know. Talk about vending machines in rest areas I've had a problem lately, y'all won't believe it, people want to put credit cards in the dollar bill slot. And then they expect me to drive right out there and get their credit card out. Next thing is training which is Emma.

EMMA PALMER: Kevin gave the report on it.

FRANK GAFFNEY: Then vending.

SHELLY LEJEUNE: The only thing I can say we are getting a couple new vending machines, what ten of them y'all said.

STEVE DEBRUHL: I kind of put that down there just as a pad. Order one for Antoine that just came in. And then we got two new ones for the VA, AMS machines. That's what we're trying to move toward. The machines in the warehouse Frank is going to look. I have John looking at them. We still have machines in the warehouse. What we are trying to do is get the best parts and pieces off of there to build machines up and then surplus what is left over. It's kind of hard to justify buying new vending machines when you have 35 in the warehouse.

FRANK GAFFNEY: Upward mobility training, that is Shelly.

SHELLY LEJEUNE: Upward mobility training I think we do have one hopefully for next year that we're trying to work on statewide.

EMMA PALMER: We are going to do the regional.

STEVE DEBRUHL: Yeah, we need to do that. Get everybody together. Trying to get approval for that. We need to hit these that Frank had mentioned. Just get together and have a good time.

FRANK GAFFNEY: Next thing is insurance which is myself and David. Of course everybody is insured at the present time. It will be coming up again. Every year. All right, next thing is district concerns. That is John Burt, he is not here. That's concerning. And then Don is not here. And then Janice who is not here. And the next person here is Shelly.

SHELLY LEJEUNE: There is a couple of personal concerns in our area and one of them actually I am going to let an Antoine say what he wants to say because he has several concerns about things going on.

BYRON ANTOINE: Capitol Annex is in transition becoming vending only because of a heat issue and some other issues. The problem has been specifically because of the heat it gets 90 to 100 degrees in there and the freezers, refrigerators over the weekend blow the fuse. The product on the shelf end up losing product. And the biggest thing trying to operate to serve food I am a big guy, I'm running back and forth and sweating profusely. The success for me was difficult. And asking for various pieces of equipment which would have made the transition a lot easier it never got done. It took me a year to get a mop bucket. I asked for some light bulbs to replace some lights, I couldn't get anything without being petty.

STEVE DEBRUHL: I think you are being petty. I don't know if I agree with that.

BYRON ANTOINE: Excuse me sir.

STEVE DEBRUHL: I don't know why you had to wait a year to get a mop bucket.

BYRON ANTOINE: You have to ask my RSMA that, I don't know. There was certain things I requested in the beginning y'all never did. To clean the facility, it was nasty, had rat droppings. The prior manager died. It was outdated equipment. The equipment for having proper holding temperatures. A lot of stuff just never got done and never successful. I was told on the 22nd I was being inventoried and I had a doctor's appointment and I was trying to get things done. And then I found out y'all were coming to move out all the equipment. I was never told that.

STEVE DEBRUHL: You were.

BYRON ANTOINE: One thing I am not going to do in the past I usually don't say much because I try to be professional. But I am going to say this, I write everything down and had you have told me, would have mentioned it Michelle and I spoke three times through email and phone conversations. She never mentioned to me this was going on. While I was at the doctor I could have had my kids go there and accommodate to make everything happen. But that wasn't done. I was never told the truck was showing up to move the equipment.

EMMA PALMER: Move what equipment.

STEVE DEBRUHL: Office of State Buildings called and requested we close the snack bar and make it vending only. Something Antoine has been advocating for quite a while. We talked about a month ago. I said we need to figure out your last day cause I want you to have the opportunity to sell your product. He and I spoke we agreed yesterday would have been his last day and break it down on Friday, get it empty and then start moving vending machines in. The building wants to maybe paint and put new tile. That was the plan. He didn't understand that. When they showed up yesterday Antoine had to go to the doctor so nothing had been done. You're saying you didn't realize we were taking the equipment. That was the whole reason. Anyway, Antoine and Mike are going to get together and decide what day he needs to move out and then move on. We had told Office of State Buildings we were going to be out based on what you told me. They sent an email to the employees last day of snack bar is Thursday.

BYRON ANTOINE: Actually I have a copy it says the last day would be the 30th, not the 22nd. But there is a problem with communication. I think a problem with respect. Typically I don't say much. I just roll with the punches. I try not to be confrontational, but what I don't like is for someone to tell me I have selective memory or to suggest I am not understanding something that is really simple. Because if I was told, and I give an example, I was told they were going to come to get the equipment and move it out I would have made accommodations for that. I was told a certain day to be open, but when I took the place over and asked to have the place professionally cleaned it was said no. It had old food, mold, rat droppings, ants. And I sent you the pictures. The place was absolutely filthy. I've had other people come in after I cleaned it and say how much better the place looks.

STEVE DEBRUHL: It does look clean. When they went to go tear the equipment out there it was clean, but everything was still on the shelves. I'll give you the benefit of the doubt even though you were told you need to get out of there.

BYRON ANTOINE: No, I was not.

STEVE DEBRUHL: Yes, you were.

BYRON ANTOINE: I was not and I'm not going to try to argue because one thing that I do and everyone knows me if I say, whatever I say I'm going to do good, bad, indifferent, I know I'm not always right, but I stick to what I say and I hang my hat on that. And I don't like being told I agree to something and didn't do it because I am not that kind of person. And I don't want things to happen to prevent me from getting locations because every time I try to apply for something there's always a reason why it doesn't happen and I'm tired of it.

EMMA PALMER: I'm not really understanding this. You wanted the place closed, right, to be just vending.

BYRON ANTOINE: No. What I said was if I couldn't get the equipment and the air condition I cannot serve food sweating, cooking and sweating. And I'm losing product. I put stuff on the shelf it's mildewing. The freezers I come in after the weekend blew a fuse. If I couldn't get an AC then the only alternative.

EMMA PALMER: And after they accepted that they agreed to do that, right. But you were still cooking in there after they agreed.

BYRON ANTOINE: No.

EMMA PALMER: So you wasn't cooking in there. You had ample enough time to start moving your stuff out there and packed up and ready.

BYRON ANTOINE: So the answer to your question is the date was not clear to me. I wasn't told the 22nd. Had I been told that date was the hard date. Because Michelle made a statement to me the last time she came, she said we want to try to figure out, get the machines in, let you put as much into the machines, but they're some items on your shelf that won't go into the vending machines. I didn't get any vending machines to move new product into. In my mind the transition wasn't happening yet. The pieces didn't come into play.

EMMA PALMER: I would have still moved my stuff out. If it's mildewing and all that.

STEVE DEBRUHL: Put the vending machines in the room where the equipment is doesn't it make sense. And that was the conversation we had and the conversation we have been having. The thing is we're going to continue to move it. Work with Mica like I told you yesterday and let's get a date. I wanted you to be able to sell your product. You still have a bunch of food in there. We could probably work with them and get another couple weeks. The building who owns the building they want to make it vending only cause they don't think the snack bar is serving their needs. And that's what you originally wanted for quite some time. We're giving you what you want. But you have to work with us and help us to get the stuff out before we can put the vending machines in. We bought a new vending machine based on what you and I talked about. You do remember some things.

BYRON ANTOINE: That's why I write everything down.

KEVIN MONK: To minimize everything we will be putting everything in writing from now on. Minimize any misunderstanding. We want to do that on both parts.

BYRON ANTOINE: For purposes of clarity I just need to know is the agency working with me on items that cannot go into the vending machines or do I eat those costs.

STEVE DEBRUHL: Typically what happens when a place like that closes down we try to sell it to another manager.

SHELLY LEJEUNE: Steve just got through saying he's given you ample amount of time to sell it.

BYRON ANTOINE: In order to have sells you have to have people coming. I mentioned because of the heat and I'm working by myself and I'm sweating no one wants to buy that. No one wants to see a guy sweating fixing food. It gets 100 plus degrees.

KEVIN MONK: We'll do exactly what we do in other situations. Whatever is left between us and you. It's not 100 percent on us. You need to help us too. Call other managers in the areas. If you have receipts to show what you paid than we can try to help pedal it to other managers in the area.

EMMA PALMER: That's what Frank just did with his. When they fenced off his snack machine he pulled out what he could, he didn't have any warning, they fenced the machines he couldn't get to them. David went out there and finally they got the people. But he sold the product, brought it over to my shop. I don't know if he brought any to anyone else. We bought it.

BYRON ANTOINE: But the issue was the date. Once I know what date. I had no idea the truck was coming.

HERBERT READO: Now do we have a date now.

STEVE DEBRUHL: We had a lot of moving parts. Five people lined up to do this.

BYRON ANTOINE: I spoke to Michelle three times.

STEVE DEBRUHL: I know you did. She told me Friday, I got a doctor's appointment on Friday. Ask him if he wants to do it on Thursday. We will do it on Thursday. Sorry you had to go to the doctor, but when you sent a text 8:00 saying you can't be there today. That's why we went ahead and went over there thinking you already prepared it.

BYRON ANTOINE: Freudian slip right there. You said you went ahead and went over there. If you would have told me I would have had it done.

STEVE DEBRUHL: You were at the doctor. You weren't answering your phone.

SPEAKER: I have logs where I spoke to Michelle and how long and the emails back and forth.

EMMA PALMER: Just set another date.

SHELLY LEJEUNE: Let's get them to set a date right now.

KEVIN MONK: We can't.

STEVE DEBRUHL: We have to coordinate that. That's why I coordinated with Antoine.

BYRON ANTOINE: No.

STEVE DEBRUHL: Yes. I have to tell Office of State Building. She said whatever date you want to move out. There's sinks in there. They want their plumber to remove the sinks. Want's to get in there and look, maybe paint the walls and replace the tiles. Everything so far was based on today being the day. We can do another week, we can do another two weeks. That's kind of the window.

HERBERT READO: Since they don't have a date you can work on getting rid of the excess of inventory with other managers.

KEVIN MONK: If I remember right you said the last day was supposed to be the 30th, right. So you got a couple more days to sell stuff.

BYRON ANTOINE: Everything will be one by tomorrow. And all it is, and Steve has the pictures, the place is clean. I keep a clean shop. The only problem is me taking inventory out of the refrigerators which is a total of maybe an hour to take the stuff out. I like to clean stuff before I send it back. And then I wipe everything down, clean all the refrigerators. It will take me an hour to an hour and a half to have it ready.

STEVE DEBRUHL: There's a lot of stuff in there.

BYRON ANTOINE: It doesn't take me long to do a job.

EMMA PALMER: Then what stuff you don't sell if you have receipts for it.

BYRON ANTOINE: I'll take care of it.

EMMA PALMER: He will take care of it. It's a done deal.

STEVE DEBRUHL: Next Friday is the 29th.

BYRON ANTOINE: We could do it Monday if you want to.

STEVE DEBRUHL: We could tentatively do July 3rd cause Michelle is coming back.

EMMA PALMER: Need to make sure Nathan is working that day.

STEVE DEBRUHL: We'll button it up that first week of July. Once we get the equipment out, there's not much in there. Once we get it cleaned out OSB is going to take the sinks off the wall. I know in New Orleans they painted everything, put tile down. But we had machines on the outside. I want to limit the down time. Want to be able to get those machines in there.

EMMA PALMER: How is this going to work with the machines in there he say it's so hot.

BYRON ANTOINE: Once the door's closed and they shut the AC off there's no circulation so you have five different compressors generating heat. So it gets extremely hot in there.

EMMA PALMER: You're still going to have that problem.

BYRON ANTOINE: No cause there's only one refrigerator machine. The doors will stay open, that problem will be eliminated.

STEVE DEBRUHL: The location has been there 30 plus years I think. Work with Mica and let's go with that date. We got to check with Nathan and see if he's available. Once we get over there single door, double door, shouldn't take more than four or five hours to get all the equipment out of there. As soon as we get it out sooner we turn it around.

FRANK GAFFNEY: Discussion? All right, Earl is not here. This is an old list. This has Lee down. Herbert.

HERBERT READO: I don't have anything to report. If I did be honest with you I didn't call my people this time around. If I did they probably only know if the stipend was coming out. I would be checking to make sure, but they did receive their papers.

FRANK GAFFNEY: We talked to Paul Hebert and I did talk to Alvin cause he's the only one hadn't sent his stipend in yet when I got it. He's got that sent in now as far as.

STEVE DEBRUHL: I just signed Alvin's paperwork.

FRANK GAFFNEY: The next one is Emma.

EMMA PALMER: I think David called most of us, I know he called me and Frank. So he probably called everyone about the stipend. I do have one Jean Washington want brought up about the eye glasses and driving.

FRANK GAFFNEY: Got nothing to do with the committee.

PINKY HARRIS: You can't have a driver's license and be in the Randolph Sheppard program.

EMMA PALMER: They can change that. They did that in a couple other states.

FRANK GAFFNEY: I agree in the federal program. What I have said is we can't get the lawyers help us to get openings, but yet we're going to get lawyers to change the law.

KEVIN MONK: I'm well aware of that Emma.

EMMA PALMER: He said bring it up. I brought it up. I had to bring it up. Some states have done it.

KEVIN MONK: You have to have all these assessments, the doctor has to tell you that you have to do it, you have to learn how to use biopics, 30 hours of behind the wheel training with a certified driving instructor who knows how to use biopics. It's pretty detailed.

STEVE DEBRUHL: Pinky in Virginia can they be in the program.

PINKY HARRIS: I don't know cause I wasn't in the program there. I had friends that drove with biopics there. They weren't in the program. I didn't know anybody in the program so I don't know.

FRANK GAFFNEY: My eye doctor who is the chief of staff at LSU said he ain't riding with nobody.

EMMA PALMER: He called me with it and he made a case how much it would save a manager that could do it with paying people to take them to Sams and driving them to work and all. I brought it to you.

FRANK GAFFNEY: He'd make more money if he went to work. Cause now you're having to talk about changing the BEP and change the state. Cause the state in our papers we have it says if you have a driver's license you forfeit your license.

EMMA PALMER: I'm sure they had that in other states that changed it too. At one time Randolph Sheppard couldn't have it there.

PINKY HARRIS: I would think if you have a driver's license that's part of the provision to be in a program for visually impaired people is that you have transportation issues. If you can drive yourself anywhere you want to go than you can go get a job in the real world.

EMMA PALMER: Just an opinion. If they are doing it in others states just like everything else just something to look at.

FRANK GAFFNEY: All other states have set aside. You want to do set aside. I don't.

EMMA PALMER: My manager asked me to bring it.

STEVE DEBRUHL: I'm asking do you know of any other states specifically. This is a federal law from what I understand. Since he did research maybe he knows so check with him.

FRANK GAFFNEY: Next thing is date for the next meeting. September we have openings are 7, 14, 21 and 28.

SHELLY LEJEUNE: Not on the 14.

FRANK GAFFNEY: I left that in there because that is something if we talk to Lynn and everybody wanted to Able has their convention Friday night and Saturday. We could have a meeting there if they wanted to go along with it, or anybody does, on the day of the 14th. In Lafayette. That's happening so I brought that up. I haven't talked to Lynn cause I didn't know what we were going to do. That's just an option if we wanted to use it.

SHELLY LEJEUNE: At the hotel they are letting people stay they do have a room. I can check and see how big it is.

FRANK GAFFNEY: Like I said I hadn't talked to Lynn.

KEVIN MONK: I'm sure there's another room, something. I don't want to speak for him.

STEVE DEBRUHL: Were you planning on going to that thing. What about Emma, Herb. Would be convenient. Maybe we don't have to do it at 9:00.

SHELLY LEJEUNE: They have a room at the hotel where everybody is going anyway. And the registration table starts at 2:00. So you got the afternoon open.

STEVE DEBRUHL: At Able or the hotel. Hotel.

HERBERT READO: I would think it would be easier at Able.

SHELLY LEJEUNE: Whoever is going, the Shreveport bus and New Orleans bus is all going to the hotel first.

FRANK GAFFNEY: We can table that for right now if we want and contact Lynn.

SHELLY LEJEUNE: First out find out if they have one room at the hotel and find out how big it is. The first step right there.

FRANK GAFFNEY: What would be the second option. The 21st. Second option will be the 21st here. And within a week we'll be contact with everybody if it is the 14th. Anybody have discussion on that?

SHELLY LEJEUNE: If it's the 14th would the afternoon be better.

FRANK GAFFNEY: Anytime is good for me.

STEVE DEBRUHL: Like 10:30, 11. Before you have your 2:00 check in. Which hotel.

SHELLY LEJEUNE: Wydam across from the airport. I will get in touch and find out.

FRANK GAFFNEY: Do I hear a motion to adjourn.

HERBERT READO: Before you adjourn I know we don't have all the new members here.

FRANK GAFFNEY: I didn't know if we had to do the trust fund meeting before or afterwards. I was figuring on doing the trust fund and then adjourn that meeting and then do the reopen with have Steve name off who been elected and start from there. Do I hear a motion to adjourn.

SHELLY LEJEUNE: I make a motion.

HERBERT READO: Second.

FRANK GAFFNEY: All agreed. Opposed? Meeting is adjourned. Let's open the trust fund meeting. Call to order. Roll call of committee members.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

EMMA PALMER: Emma Palmer, Shreveport.

HERBERT READO: Herbert Reado, Fort Polk.

FRANK GAFFNEY: Frank Gaffney, chairman. Review of agenda. Any objections? Approval of minutes.

EMMA PALMER: I make a motion we accept.

HERBERT READO: Second.

FRANK GAFFNEY: Opposed? State people. And guests, but it ain't on here.

STEVE DEBRUHL: Trust fund balance is on the last sheet. Not the agenda. The program funds.

FRANK GAFFNEY: Steve go into what we got.

STEVE DEBRUHL: Current balance as of June 1st for the trust fund 664,797.81. That doesn't really reflect some of these checks Chauntey just got here. Probably about 10,000 more. Look back last year in August the biggest expenditure was 192,000 dollars. That was the stipend. The thing about the stipend it comes straight out of the trust fund cause there's no federal matching dollars. The next thing that's going to hit us.

FRANK GAFFNEY: And it fluctuates depending on new managers.

STEVE DEBRUHL: Between retirees and managers. Sixty payments at 2,500. Might be less than 192. Should be in the 150 range. Get us down to 500 so we have to keep building it up. That's why it's important to keep these third party collections and opportunities going. Like Frank said, a lot of these other states has to pay a set aside. They are making more money, but want to try to avoid that and let you keep all the money you make. As long as we keep this trust fund. It's been about 664 for the last five years hanging in that.

FRANK GAFFNEY: Without the third party we can't do our program as it is now. We would have to make a change.

STEVE DEBRUHL: We try to be very mindful when we buy stuff. Try to get the best price and shop around. It's your money, we want you guys to have the money to do what you need to do with. We got to call a guy to repair a vending machine cause some guy put pennies in there that's something a manager themselves could have amended. The machine wouldn't have been shut down for a week. This just happened. About it for me.

FRANK GAFFNEY: Any discussion on it?

STEVE DEBRUHL: I don't know if you guys ever read these reports Chauntey gives you. Each location tells you where the money is being spent. Big numbers that jump out at you right away.

FRANK GAFFNEY: That is something Steve I was going to ask for cause I do look at it, but I don't know where all those numbers go, what location it is.

KEVIN MONK: You need the chart.

FRANK GAFFNEY: The number matches to the location.

STEVE DEBRUHL: If there's a question specifically you could let me know. Some have the vending facility number, I can look that up for you.

FRANK GAFFNEY: Mark was going to have somebody get us those code numbers. Somebody from finance he was going to get it from, tell you what 95 is or what 93 is. Under expenditures it gives a number like 62, 63 or 65 and that doesn't tell me what it is.

STEVE DEBRUHL: I think that's internal for LRS cause it's the same number on everything.

FRANK GAFFNEY: There is some different ones, but Mark was going to get me. He didn't know.

STEVE DEBRUHL: I don't know either.

FRANK GAFFNEY: He was going to get with the guy in finance.

STEVE DEBRUHL: Anything for a manager or location has a 65 next to it. Salaries is 21, compensation. Those first batch of numbers in the first line. I will work on that for you. Mark is cutting his grass in North Louisiana. He is not really worried about your code.

KEVIN MONK: Some of the items are eligible for match, some aren't, those kind of things.

STEVE DEBRUHL: We put in the system like trust fund stipends coded one way and refrigerator coded another way. That's available for federal dollars. That's how we know how to divide it.

ROCKY MARCEL: On the itemized the SP15s the encumbered figure and the total cost. If we took like Delgado City Park we got 19,000 in incurred cost which is consistent with what the report states, the sub report. But there is also 10,000 in encumbered. What is the encumbered amount.

STEVE DEBRUHL: The first page.

ROCKY MARCEL: If you look at the SP15 and look at 5258 which is Delgado City Park you will see the to date expenditure is 19,900 which is consistent with the spread sheet. But then you also have the third column over is encumbered figure and an additional 10,000‑dollars in the encumbered figure which takes Delgado City Park up.

KEVIN MONK: I can check and see.

STEVE DEBRUHL: Also under State Office Building.

FRANK GAFFNEY: Just some of the things we have been trying to find out.

KEVIN MONK: I will ask and Steven can tell me.

FRANK GAFFNEY: Open discussion? No other discussion. I hear a motion to adjourn.

SHELLY LEJEUNE: Make a motion trust fund be adjourned.

EMMA PALMER: Second.

FRANK GAFFNEY: Any opposed? Meeting adjourned. Call the committee meeting to order. Steve if you would read off the committee people.

STEVE DEBRUHL: We have the elections every two years. So we had some unopposed and some had a runoff election. The new members for next two years will be Alexandria district, Herbert Reado. Shreveport, Mr. Frank Gaffney. With a strong turnout Earl was reelected in Lafayette area. Shelly is Baton Rouge area four as our representative. New blood is Pinky Harris representing New Orleans district two. Ricky Pettis is also bringing some new ideas at Baton Rouge district three. And then Candice Linville was going to be the other New Orleans representative. I thought I told her the meeting was today, but I checked yesterday to make sure I did and I didn't. She is excited to be on the board. She will be here the next meeting as soon as we decide when that next meeting is going to be. John Burt Janice and Don are the members that are leaving. Pretty good turnover this time around. The way things turned out.

FRANK GAFFNEY: Do we swear in on that.

ROCKY MARCEL: The way it used to be done you don't need to swear them in, but what you do need to do is take the attendance, put them on the record and then you need to vote on the new chairman. And that's going to vacate one position and Steve will need to run a new election.

FRANK GAFFNEY: Would all the committee members name off their name again for the record. I'll start with myself, Frank Gaffney present chair.

SHELLY LEJEUNE: Shelly LeJeune, cochair.

RICKY PETTIS: Ricky Pettis, Baton Rouge.

HERBERT READO: Herbert Reado, Fort Polk.

PINKY HARRIS: Pinky Harris, New Orleans.

FRANK GAFFNEY: Now we need to have elections for the offices.

STEVE DEBRUHL: Before we do that what offices are we doing this for.

FRANK GAFFNEY: For chairman, vice chairman, secretary and treasurer. That's all we have.

SHELLY LEJEUNE: Like to nominate Frank for chairman.

FRANK GAFFNEY: Any other nominations? One nomination Frank Gaffney. Anybody oppose? I accept.

PINKY HARRIS: I make a motion we accept Frank Gaffney as chairman by acclimation.

HERBERT READO: Second.

SHELLY LEJEUNE: Second.

FRANK GAFFNEY: Opposed? Next is vice chairman.

HERBERT READO: I nominate Shelly.

FRANK GAFFNEY: Any other nominations?

PINKY HARRIS: I make a motion we accept Shelly as cochair, vice chair by acclimation.

HERBERT READO: Second.

FRANK GAFFNEY: Opposed? So be.

STEVE DEBRUHL: Secretary.

FRANK GAFFNEY: I nominate Pinky.

HERBERT READO: I second.

FRANK GAFFNEY: Any other nominations?

HERBERT READO: I nominate Pinky to be secretary by acclimation.

RICKY PETTIS: Second.

PINKY HARRIS: Anybody want to give me a job description. Yeah, I don't have to write anything down. I'll take it.

FRANK GAFFNEY: Anybody oppose? Next one is treasurer.

SHELLY LEJEUNE: I nominate Herbert.

HERBERT READO: With no money.

RICKY PETTIS: I move Herbert by acclimation.

FRANK GAFFNEY: Anyone opposed? Being none, Herbert. Steve do I have to send out a letter to district seven asking for another representative for that area. In the meantime I'm appointing Emma until that letter can be done.

SHELLY LEJEUNE: Has to be done according to the federal guidelines.

FRANK GAFFNEY: Just remain until the letters are sent out and returned.

PINKY HARRIS: Do we get a list of constituents in our district and contact information cause I have no idea.

STEVE DEBRUHL: I can hook you up with that.

FRANK GAFFNEY: Any other discussion? Do I have a motion to adjourn.

HERBERT READO: I make a motion to adjourn.

SHELLY LEJEUNE: Second.

FRANK GAFFNEY: Opposed? Adjourned.