

Randolph Sheppard

03/04/2016

TERRY CAMARDELLE: I'd like to call the meeting to order. Let's start with the roll call of the elected committee. I'm Terry Camardelle, chairman from New Orleans.

FRANK GAFFNEY: Frank Gaffney, Shreveport Monroe.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge

GESILAR JOSEPH: Gesilar Joseph, Baton Rouge.

LEE FRAZIER: Lee Frazier, Fort Polk, Region Six.

EARL HEBERT: Earl Hebert, Lafayette, Region five.

JOHN BURT: John Burt, New Orleans.

HERBERT READO: Herbert Reado, New Orleans.

TERRY CAMARDELLE: I'd like to welcome everybody to one of the best committee meetings I'll ever have.

STEVE DEBRUHL: The last one.

TERRY CAMARDELLE: I think we need opening remarks.

STEVE DEBRUHL: I'm Steve DeBruhl; I am the Randolph

Sheppard Program Manager. My coworkers here are

Kevin Monk, Director of Blind Services, and sitting

over there is Rhea Mertz, she is going to be the captionist. What she is doing is recording your voice and the words you say. So when you get ready to speak, please identify yourself so she can get down every word.

The Director of Louisiana Rehab Services here is Mark Martin. Mark, I was going to let you say a few words because I know you have to go, and then I have a few other things to talk about.

MARK MARTIN: Well, basically what is going on is 60 percent of state general funds. What it amounts to is we only get 8 million dollars of general funds to match federal funds almost 4 to 1. So what happens is we are going to go to only getting 3 million to where the difference in what our budget will be cut will be 18 thousand, 992 -- I mean, 18 million 992 thousand dollars. Significant. Now, do I believe personally, as Mark Martin, that they are going to cut a program that is going to put people into a competitive environment, it's a workforce development

program, you know the return on investment. We just had a study done over a 5 year period, an individual will put 65 million dollars back in the state, tax, sales tax, property tax, of the people that are working.

Also, on the study done by LSU-Baton Rouge it indicated that for every dollar spent for vocation and rehabilitation, an individual that goes back to work over a 6-year period, that return on investment is \$16.99 for every dollar spent. You have to remember for every dollar we put up, you draw down 4. Do I believe we will have a 63 percent cut? I certainly hope not. If we were, what I would be doing is dismantling the program. Because you can't operate a program on 11 million dollars from 14 million dollars that you've been operating. The reason its closed now is that we are at 99.4 percent of this budget, having expended or obligated 24 million dollars already in this state fiscal year.

What is the ripple effect to this thing? What does it have to do with Randolph Sheppard? It has everything to do with Randolph Sheppard. That's who people go through, with rehab, to become Randolph Sheppard vendors. It hurts our training facilities. It hurts our consumers, is who it actually hurts.

So between now and the end of the legislature, I ask each of you to reach out to your representatives and educate them on how vocational rehabilitation, the Randolph Sheppard program, has changed your life and how they need to restore some funding for vocational rehabilitation. I would appreciate that. I can only educate legislators; I can't lobby. So I ask advocates of people with disabilities to stand up. Y'all definitely have a stake in this game and y'all are a powerful group. I'm depending on you. With that said, I can go into a lot of details which I'll have to in my next meeting.

I do scenarios for budget cuts at 10, 15 percent.

Think about your own life. If you took a personal 15 percent cut for your income right now, how would it change your life? It would change everything. It would change rehab to where I'd have to dismantle the program. So even at 15 percent, I'm laying people off. Where is it going to be from 15 to 63?

They passed the one-cent sales tax and playing games with the other taxes. I think in the end they'll put that sin tax in. I don't mind paying a little bit more so the individuals with disabilities can have services with alcohol and people that smoke hopefully it may deter. I don't know, normally I think that people who smoke will smoke no matter how much it costs. I say go for it and I think the legislature will.

But it's not enough. And over the past couple of weeks in the special session, what happens is the DHH will be cut \$70 million. That's a huge cut but the budget is huge. 5 billion dollars. It would seem that they would be able to get 5 billion

dollars, add a million here and try to save a program that works to put people into competitive integrated employment.

So we are having our battles. We are fixing to lay off all temporary individuals working for us in job placement capacity and we are going to have to slim down. Anyway, I wanted to give y'all a report about the situation. Y'all watch the new, I know. What you got, lee?

LEE FRAZIER: In lieu of your report, with the NABM and the LABM, excuse me, the National Association of Blind Merchants and the Louisiana Association of Blind Merchants, we are flying to DC in June to speak to Congress and the Senate about the budget cuts. We did it last year and saved a lot of military issues at least (inaudible).

MARK MARTIN: If I could change something on the federal level, it would be we would not have to match that. Just give it down here. You know, we're

matching 8 million dollars going to shut the program down.

JOHN BURT: Mr. Martin, I want to ask you a question. Three years ago I think we started into Ms. (Inaudible) I think it was under her watch. Don't the Randolph Sheppard program -- aren't our federal matches being pulled down from the trust fund, so we paid for all our workers, I mean staff, right? That don't come out of our federal match pull down?

MARK MARTIN: No, it's fixing to.

JOHN BURT: I thought it already was.

MARK MARTIN: No, I paid it out of vocational rehab.

But I don't have the money, so it will come out of that.

FRANK GAFFNEY: What is it?

MARK MARTIN: It's all the staff that works for Randolph Sheppard. I'm going to pay them out of, like, program managers --

FRANK GAFFNEY: What would that cost? It's on our budget paper.

JOHN BURT: That's why I thought it was.

MARK MARTIN: Salaries and stuff?

JOHN BURT: Yes, sick pay, retirement, everything

MARK MARTIN: What is it

FRANK GAFFNEY: The RSMAs. They are pulled out of the trust fund match.

MARK MARTIN: I didn't know that. I've been talking to the finance people and thought that, for some reason. I was mistaken.

FRANK GAFFNEY: They're double-dipping.

MARK MARTIN: No, they're not double-dipping. It's on my plate. I've got so much on my plate.

JOHN BURT: I understand. We are trying to get ahead of the game.

MARK MARTIN: Right, right. Fortunately, there is no projected cut to the Blind Vendors Trust Fund, and there are many, many statutory dedicated things

they are hitting. We are watching the legislature, I know that y'all are watching it.

JOHN BURT: My idea is, if they are going to go ahead and take this, or there is a potential of them taking this, why didn't go in there, at this point we have to go and we don't have no plan ready.

MARK MARTIN: I don't know, Mr. Burt. We can always discuss that later. I know you've always said that --

JOHN BURT: No, no. But you're telling me they are going to take the statutory trust fund--

MARK MARTIN: I'm telling you, they are not.

JOHN BURT: Okay.

MARK MARTIN: It's safe as far as we know. Now, trust me, during this thing I was told they were going to hit it. The very next day I was told it was going to be left alone. So these are cuts strictly to LRS.

I'll give y'all a little bit more information so that y'all have -- we can put up talking points if you want to talk. Basically, LRS is developing a staffing plan which is a significant reduction in

staff to maximize available funding for direct services to consumers. What is happening now, the people coming in now to apply for services, we determine them eligible in whatever category they fit in. Number one being significantly disabled to number five being non-disabled. So I we have orders of selection categories one, two, and three, and that's what was disclosed March 1st. We are working strategically with other programs to see how we can maximize employment opportunities to consumers that are in this delayed status.

One of the biggest problems I have right now is with WIOA. WIOA says 15 percent of my budget has to be spent on pre-employment transition services. 15 percent of the budget. So basically, I'm down to where the only money I have, very limited, is money earmarked for that. And that's something we haven't normally done. We've always done transition services, but never started as young as 16. If you think about it, I'm all for starting earlier helping

kids with disabilities, earlier in their life. I think that's wonderful. But if you think about vocational rehabilitation, at the end of the day it's how many people we put to work. So starting at 16, theoretically they would be in high school another several years, post training, whatever, in whatever they need. We had a 3rd party agreement with the Louisiana School for the Visually Impaired in Baton Rouge. It went away, but we were working with them at 14. However, we are still going to have to provide these services to kids. Somehow, some way. If we roll money over -- the law went into effect when President Obama signed it. We've had this earmarked for 2 years and we're not expending 15 percent of our budget. So that's another huge issue for me, you know.

What is vocational rehabilitation is going to look like in the future? Is it going to be that we're just working with kids in high school? I tell you what, it's a needed service. I got three boys,

and they don't even know how to get out of school and they don't know to do a resume. They don't teach that in school so kids can use it. Then don't expect an employment outcome with what they are holding us to now. There are different performance indicators. Anyway, I'll get into that with y'all later.

The problem is now we are fighting for money, we need your help and anything you can do for us it will be appreciated. I have to slip over to another meeting and go into a little bit more detail about what I just told y'all. Any questions? I will be back.

Thank you Mr. Chairman and Steve for letting me talk. Thank y'all. I'll be back.

TERRY CAMARDELLE: Back to the format. Let's do the introduction of the guests of the LRS.

STEVE DEBRUHL: Here we have the Director of Blind Services, Kevin Monk, is with us; Michelle Duncan, the RSMA for the Baton Rouge locations; and Shantee Carter diligently taking notes over there. Some

business travel from out of town and you have an expense report. I know it took a little while to get paid last time, so Shantee and I will sit down with you before you leave. Let's fill out your travel expense form. We'll try to get that wrapped up so you can get your money back.

UNIDENTIFIED: Do you have money for that?

STEVE DEBRUHL: We still have money for that.

JOHN BURT: Honestly, it sounds like we are one of the few that are self-perpetual.

TERRY CAMARDELLE: The more you self-generate, the easier it is.

STEVE DEBRUHL: I've been watching. They broadcast the session on the computer and people self-generate, like the state department for elections and stuff, they just took 40 million dollars from them. Even if you are self-generated, I think that if they want to get it, they are going to get it. I think we're -- hopefully we are small enough potatoes that

they won't mess with us the aggravation we would cause them. Right now we are looking good.

After the meeting today, we're going to have the selection meeting for the Chabert location. Active locations we are going to have to put out for bid. The Hale-Boggs courthouse, Harlan had to resign from that location. The LWC cafeteria, and then Delgado Jefferson, the Airline Highway route. Alex chose to keep his place over at the Criminal Court. So we will discuss that in a little more detail.

It's that time of the year again. Terry mentioned that it's his last EC meeting. At some point I want to run over each ballot to make sure we have the right managers. We can do that now or we can do that a little bit later.

TERRY CAMARDELLE: Either way you want to do it.

STEVE DEBRUHL: Let's run that by real quick. In the past, Janelle would send a letter out in May asking for nominations. And I was trying to get ahead of the game a little bit, thanks to Frank.

So for the Lafayette district, let's make sure these are all correct. We have Mike Dominique at Mental Health Center, Earl Hebert, Sam Ryan at the Butte La Rose rest area, Earline at the Grand Prairie rest area, Robert Schaffer at the University Medical Center, Stevens at the St. Martin courthouse, Edward Vidrine at the Lafayette state office, Charlie Williams at Iberia courthouse.

Anybody else we are missing? That's you. Good enough.

Changes in Baton Rouge. We still have Patrick at Honeywell, BASF was a location before but it's closed. We have Al Buckner at Wildlife and Fisheries, Kurt Cheney at Baton Rouge Municipal, Wallace (inaudible) Baton Rouge post office processing. At one point, Jeff was at Lallie Kemp, but it's closed now. And Richard Pettis at CTC and then Barbara Alexander at (inaudible). Anybody we are missing?

FRANK GAFFNEY: You are missing Janice.

UNIDENTIFIED SPEAKER: She's on that side of Florida, yeah.

STEVE DEBRUHL: For Baton Rouge district four.

The boundaries of this are the parish of Baton Rouge, West Feliciana, East Feliciana, St. Helena, Washington, and all areas north of Florida Boulevard. So Mr. Earl has passed away and we no longer have that location at Southern. I did go to Southern to talk to them about opening up another location, but it didn't seem like a very viable market.

We got Byron Antoine at Earl K, Shirley in Iberville and April is now the manager for the state capital. Buck Kimball for east LA, Mike for DOTD, Max at LaSalle, Shelly at (inaudible) Galvez, it's closed, correct? Cathy at (inaudible) and Janice Foster at USPS.

MICHELLE DUNCAN: I think Jan Foster, is she supposed to be on this side, or is she--

FRANK GAFFNEY: She's on the same side as Ricky Pettis.

UNIDENTIFIED SPEAKER: She's on number four.

FRANK GAFFNEY: You are on the south side of Florida, right?

STEVE DEBRUHL: All the way to the north end of Florida Boulevard in the City of Baton Rouge. So Janice is supposed to be here? That evens it out a little bit more.

UNIDENTIFIED SPEAKER: Yeah, she is in three.

STEVE DEBRUHL: So the last time I checked, Janice was in four. Great. I'll make that change.

Now we got New Orleans. This is District One with exception of the CBD, the Central Business District. The boundaries are Canal Street, South Claiborne Avenue, Ponchartrain Expressway and the Mississippi River, St. Tammany, St. Bernard, Plaquemines Parish, east bank of Jefferson, and St. John.

So now we have Herbert, Federal City; Jerry has the I-10/I-59 welcome center, Parker for the Harvey state office building, the Hale Boggs is managerless at the moment.

UNIDENTIFIED SPEAKER: I thought Hale Boggs was gone from the sale.

STEVE DEBRUHL: Alex is satelliting the --

JOHN BURT: Criminal Court.

STEVE DEBRUHL: No, he's not in Criminal Court so I guess he's satelliting Jefferson.

PINKY HARRIS: He's satelliting Delgado.

JOHN BURT: Listen. It's just like Chabert's. Until y'all get out and get a manager in there he's still permitted in there, right?

STEVE DEBRUHL: Unless he was permitted.

PINKY HARRIS: He was permitted into the Criminal Court.

STEVE DEBRUHL: We'll get him a permit.

JOHN BURT: Okay.

STEVE DEBRUHL: So the election, if we get a manager between now and then, let's see. Frank, when is the last day someone can be nominated? You know?

JOHN BURT: It's whatever y'all make it.

FRANK GAFFNEY: Depends on by the book. Officially by the book it's already supposed to have been out and in the second section. But you need -- you need it before the next meeting.

STEVE DEBRUHL: You know that may not change. You want to say May 1st?

JOHN BURT: This is March. I'd go to April if y'all go ahead and get it out. Because after the nominations come in you have to resend it out as a ballot, and maybe then you will have it finished by May 1st.

STEVE DEBRUHL: You want it on tax day? April 15th? All nominations have to be in by April 15th? Is that fair? Does that sound legal, Frank? Frank, is that good?

FRANK GAFFNEY: Yes, that works.

STEVE DEBRUHL: All right. I'll send a letter out that nominations are due by April 15th, and have the election by May 15th? That sound good? In time for

the next meeting? So whoever is in that location by April 15, they will get a chance to nominate someone.

So we have David Jarvis at Lighthouse, and Anderson over at Jefferson Parish, John is going to be at Delgado after today, and Mike McManus I put down for NASA. That's outside of the CBD but it's in Orleans Parish. That'll be in your district.

JOHN BURT: And the campus at Einstein. She's on the same campus as (inaudible).

STEVE DEBRUHL: Right, I apologize. Okay, let's do that.

HERBERT READO: So that's really Ten, then?

PINKY HARRIS: No, that's District One. That's all on that same side of Canal Street.

JOHN BURT: That's all District One.

PINKY HARRIS: Well actually, Al is getting a portion from District Two.

JOHN BURT: Uh-uh. I'm just telling you how it's always been. They've always gone to District One.

STEVE DEBRUHL: Let me keep going.

JOHN BURT: Not Criminal Court.

STEVE DEBRUHL: Let me keep going. District Two. In New Orleans. This is the boundaries. Parish of Orleans, District Two is New Orleans, including the Central Business District, the boundaries are Canal Street stops by Lake Ponchartrain, St. Charles, Terrebonne, LaFourche, Assumption, St. James, and the West Bank. So right now, Mr. Bowman, you are at the Courthouse, John is at Chabert and whoever takes John's place at Chabert, Tony at the criminal courthouse, civil court in New Orleans, Kent LeBlanc at the Terrebonne Parish courthouse, Alex at the civil courthouse, Susan is at the Fletcher community College, and Don is the buyer at the USPS.

So on NASA, that was the one thing I wasn't sure of. District One is Orleans with the exception of the Central Business District. That's District One. District Two it says or Orleans including the Central Business District. Because it doesn't say -- it's kind of nebulous, don't you think? They both say

Orleans. One says includes the CBD, the other says minus the CBD. Where does that really leave NASA?

JOHN BURT: Just put it in District One

FRANK GAFFNEY: I'm not familiar with that. Mike, isn't that out by Slidell?

JOHN BURT: It's on the east side.

STEVE DEBRUHL: It says District One or Orleans with the exception of the Central Business District, and CBD is the boundary of Canal Street, Claiborne, the Expressway, and the Mississippi River, St. Tammany, St. Bernard, Plaquemines. District Two is the parish of Orleans including the CBD. So both of them say Orleans. One is with the exception -- -

PINKY HARRIS: But is anything on one side of Canal Street including the other side, like the Hale Boggs (inaudible)

JOHN BURT: Wouldn't it even it up about right? Wouldn't that make the same amount of managers in both districts limit would make it more even if we put it in two? It really belongs in one.

STEVE DEBRUHL: We have eight in District One if we count candidates. So we have eight in District One without Mike McManus, seven in District Two without Mike McManus. So if you put NASA in District Two, you will have 8 and 8. Like I said, they both include Orleans. One includes the CBD, the other doesn't. But both would include east because it's in Orleans Parish. Is that something worth putting to a vote?

JOHN BURT: I make a motion we put the NASA in District Two.

TERRY CAMARDELLE: Second?

HERBERT READO: Second.

TERRY CAMARDELLE: Second by Herbert. Motion by John. Any further discussion? All in favor? Opposed?

STEVE DEBRUHL: Are we supposed to say something else? Motion carries or something?

TERRY CAMARDELLE: All right. Motion carries.

STEVE DEBRUHL: So NASA will now be considered part of District Two. Good. Now we go to the Alexandria district. Carol DeSalette still has the US post office, right? Bobby DeJesus is at Central Hospital, Alvin St. Romain at the Rapides Parish courthouse, SOWELA we have Jeff, well, he still has a vending machine so technically he's (inaudible). Paul Hebert the welcome center. And Mr. Lee Frazier, Fort Polk.

LEE FRAZIER: Correct.

STEVE DEBRUHL: We have six people in that district.

And the last would be the Shreveport area. Willie White at the courthouse, Emma at the post office, Ben Cassidy at the Welcome Center, Ms. Marie Bennett at the Blue Cross location, Willie Mans at the Ouachita Courthouse --

FRANK GAFFNEY: The what?

STEVE DEBRUHL: The Ouachita -- am I pronouncing that right? Freddy?

FRANK GAFFNEY: Oh, Freddy. Freddy Mans, right. Monroe.

STEVE DEBRUHL: Is that Ouachita? Am I saying that correctly?

FRANK GAFFNEY: I don't know.

STEVE DEBRUHL: Willie White at the LA Tech College in Bossier, correct?

FRANK GAFFNEY: Yes. Well, the college is in Shreveport and the courthouse, the Bossier Parish Courthouse, is in Bossier. He has both of them.

STEVE DEBRUHL: He has both of them. Are those combined?

FRANK GAFFNEY: Well, not yet, but the way they are going down.

STEVE DEBRUHL: It's a satellite?

FRANK GAFFNEY: It's satellite.

STEVE DEBRUHL: The courthouse is.

FRANK GAFFNEY: Right.

STEVE DEBRUHL: And Gene Washington at the Caddo courthouse. Am I missing anybody?

UNIDENTIFIED: Craig (inaudible) is at the state building.

STEVE DEBRUHL: I've got it written down. I apologize.
So it's Craig Alexander at the Shreveport state
office. Right? All present and accounted for?

Cool. I'll work on these letters next week. I'll
do the selections, maybe hold off a couple of weeks
and see if we can fill some of these locations. Give
everybody an equal shot. That's it for me right now.

TERRY CAMARDELLE: Let's continue with introduction
of guests. Starting on my left.

PINKY HARRIS: Pinky Harris, New Orleans.

PAT GADDISON: Pet Gaddison, Shreveport.

BELINDA LEJEUNE: Belinda LeJeune, Baton Rouge.

JANICE FOSTER: Janice Foster, Baton Rouge.

ROBERT SCHAEFFER: Robert Schaeffer, Lafayette.

EMMA PALMER: Emma Palmer, Shreveport.

KIM VENABLE: Kim Venable, New Orleans.

KELLY CULLIGAN: Kelly Culligan, Lafayette.

JESSICA GUILLEN: Jessica Guillen, New Orleans.

LYNN BLANCHARD: Lynn Blanchard, Affiliated Blind.

SHIRLEY B: Shirley B, Baton Rouge, Thibodaux.

SHIRLEY MCCORKLE: Shirley McCorkle, Baton Rouge.

TERRY CAMARDELLE: That's everybody?

Let's review the agenda. Everybody has a copy of the agenda? Any problems with the agenda? We will move forward with the agenda.

Approval if you have had corrections of the December 11th minutes? Corrections on it?

FRANK GAFFNEY: I didn't read them but I listened to them.

PINKY HARRIS: I read them.

TERRY CAMARDELLE: No corrections? Approved for the minutes for December 11th. Will someone make a motion to approve the minutes?

FRANK GAFFNEY: I'll make a motion to approve the minutes.

JOHN BURT: I'll second.

TERRY CAMARDELLE: Any discussion? Anybody have any corrections? All in favor? Opposed? All right.

We got no unfinished business, unless somebody has something we didn't get on the agenda from before.

Any unfinished business before we get to new business?

Under new business we move to Mr. DeBruhl. I'm sorry. Well, I don't know. Are you going to be speaking than these locations? We start with the Delgado merger.

HERBERT READO: Yeah, that's me.

We normally have a committee meeting for the merger and we really haven't had one. But I talked to the people on the committee and two things came up. One was the I'm operating right now the West Bank Delgado food truck at an average of 278 dollars a day, four days a week, and it's estimated we are trying to get that as a manned location. But with all the downtime, I don't see how that can become a manned location. It would be a good idea to add it on to the existing location and the thought of it was would be to add it to the Harvey state office building. Another one suggested adding the School of Nursing with the state office building.

JOHN BURT: That's because that's what he is doing right now.

But what, I guess, when it comes to Delgado one thing we've been talking about is we have Sidney Caillet there and its going about \$200, but it's in the middle. I mean, Mike called me yesterday and told me they got a spot for, getting ready to put wiring in it and then the school puts up the Sheetrock. It's probably going to be a good little place, but there ain't a lot of people. One of the biggest problems with Delgado is, you know, when I first come into the program, the vo-techs had outside machines. I remember when I got Thibodaux Vo-Tech it had 4 machines two blocks down and that helped me. That was five days a week, 52 weeks out of the year. So you had cash flow.

And like Herb said, what I think we can do and create jobs is find machines like Hale Boggs that's going to be straight vending, I think and add those to whatever is closest to it, whether it's the

nursing school or whether it's Sidney Calliet, or whether it's the West Bank. And create four more jobs for entry-level managers because, I'm telling you, I've been working this and about six months now. And there is so much downtime that you just can't -- there is no way to keep employees. They need the machines to be able to make ends meet. I think we just start with Delgado and if we add the machines and create these jobs it might open the doors to some of these other ones because all of it is like this. All of it is.

I can tell y'all right now, City Park, the jury is still out on that. The way it's set up, enrollment is down 3 thousand, and we don't know what the governor is going to do with the community colleges. Our only hope at this point is that the funds that they generate stay at that campus. We've dealt with catering gigs where Capital One came in and wrote a check for 12 million. So they are working feverishly to keep their campuses open.

HERBERT READO: The food truck is on the West Bank and the state office building is on the West Bank. The Hale Boggs building, they are merging it with the school of nursing.

JOHN BURT: That makes sense to me. All I know if we take a manager like this and we have the machines for back up that's the way our employment is going to have to be. I can tell you right now there ain't no way we are going to keep doing what we're doing at Delgado. It's not sustainable.

I tell you what. I can't keep, at City Park with the catering and all that's going on, because you never know when you are going to get paid. We've probably done 14 catering jobs in the last two weeks and I received one check yesterday for \$270. Because when accounting gets it they have to get so much of it built up then they cut it.

They say Goldman-Sachs is going to be 1300 a week, that ain't true. There are times where its every week, but it's not regular. And it ain't that they

are mad or anything because the love the work. We did a job for them yesterday. It's just the business isn't there. We were told when we went out it was going to be 1700 dollars. Currently, we do -- every day this week we've done 1300 dollars. That's the best week we've had, as far as the front line. The catering jobs, we did 10 or 15. They started up on January 11th, what is the word?

UNIDENTIFIED SPEAKER: A convocation.

JOHN BURT: Yeah. And they bought for 400, but we served 535. And it took 15 days to get the money. And this was for 7,000 dollars.

JOHN BURT: We have about 5 or \$6,000 out and got a check for 200 dollars in three weeks. Sometimes you do these jobs, we did the one for Irma Thomas, we got paid the next day in cash. Sometimes it's three weeks, five weeks. For SGA, we do a bunch of little events so that I invoice all at once and get a check. Goldman-Sachs, usually every two weeks. SGA, they do a bunch, little ones, and then invoice all at once.

Some of them, we did an SGA, it normally would have been a 1400 dollar bill, and we adjusted with them and told them we would do it for eight hundred dollars, because we do a lot of business with SGA. And we still haven't yet recouped that money.

STEVE DEBRUHL: You need to get paid, there's no doubt about it.

JOHN BURT: It's when it shows up.

(Council members talking at once.)

UNIDENTIFIED SPEAKER: Friday and they want their food. It's the day we did convocation. The first person in my line and the last person in my line should get the same service, only we are serving 520 people and we only budgeted for 400. (Inaudible) the cash flow is crazy. There is so much involvement and the way it's set up it takes so such to run it.

STEVE DEBRUHL: And getting back to Herb's original idea, that's always been a challenge with the West Bank location, but you have done better with the food truck than you did before. I don't think we need to

make a decision based on a manager. You need to make a decision based on the feasibility.

JOHN BURT: No, no. You are right, and I'm with you. If it's geographically feasible, then you make the motion and I'll second it. You hear me, Herb? Make the motion. Because I do think it needs to be merged and I believe the way for us to create jobs and really shine at Delgado is to put machines in these smaller locations, and some of the managers, some of the younger manager that have been in 4 or 5 years. We got several on the outside. That's going to be another ball of wax. We can't get new ones, we are going to have to rehash the old ones.

UNIDENTIFIED: Does the school have a say so about you bringing in machines?

(Council members talking at once)

You have nine machines, right?

STEVE DEBRUHL: I think you have nine machines.

JOHN BURT: We have machines right outside the gate.

Y'all can't imagine what we been through the last 5,6

months getting Coke out there and trying to cull some of this down.

STEVE DEBRUHL: Let's get back to Herb.

HERBERT READO: I'll make a motion if you want to merge--

JOHN BURT: You want me to? I make the motion we merge the West Bank Delgado location with the Harvey building.

HERBERT READO: And I second it then.

TERRY CAMARDELLE: Motion and a second. Any further discussion?

FRANK GAFFNEY: Discussion. Is that going to go to a single number or two separate numbers?

JOHN BURT: You know they are going to play the number game

FRANK GAFFNEY: That's why I asked.

JOHN BURT: I understand.

TERRY CAMARDELLE: Any other questions, comments?

All in favor? Opposed?

JOHN BURT: I want to make another motion that be merge the nursing school with the Hebert building Hale Boggs location.

STEVE DEBRUHL: You can make the motion.

JOHN BURT: You see, then the deal comes back --

TERRY CAMARDELLE: We have the motion. Do we have a second?

HERBERT READO: I'll second it.

JOHN BURT: This is the problem with the nursing school. The nursing school, if we have to pay somebody to be over there, you don't even make minimum wage because of all the stopping and starts. They say they are going to give you a commission check, but I can stand here and tell you that I ain't seen one, okay?

STEVE DEBRUHL: That's part of the deal.

JOHN BURT: I understand but the reality is the school still needs some machines added to it, and I'll be honest with you, Steve. One of the thoughts was, I understand we can't get the Coke machines but

I have no problem taking these machines away and paying commission to the school and I do think we can work that out.

STEVE DEBRUHL: We can work it out where they are going to pay us the commission in the long run--

JOHN BURT: But see, that's the same as getting the cash flow with them and going --

STEVE DEBRUHL: The situation is that we have a contract with them.

JOHN BURT: How long is that contract? Do you know? They have a 30-day sunshine clause out here, too. They don't have the same setup as they do with Coke. If Delgado wants the service they want, then get the managers we have to stay at the location. They are going to have to be able to make some money or it's not sustainable, period. We've been working it six months, giving it everything we got and the numbers do not -- it has to be a professional food service. It can't just be courtesy.

STEVE DEBRUHL: The nursing school goes with the City Park campus. There's no reason why just because geographically -- it's not that far from City Park anyway, maybe three miles. I tried when we first started it's always been a challenge. But that was the deal.

JOHN BURT: But deals can be changed and modified, that's also a deal. Just like Starbucks being in there, we changed it.

STEVE DEBRUHL: Why would a manager at Hale Boggs, not even a part of the school, why would that be a better person to operate that location than a person operating the Delgado location?

JOHN BURT: Y'all ain't figured it out yet. We have been running this three years and nobody can make money here. Y'all got this stuff strung out, and all I'm saying whether it's the Hebert building or some other machines, it's what it is. And we take entry-level managers learning how to run a counter -- this thing is totally equipped and he's

lucky if he does 80 freaking dollars a day. You can't pay somebody to be there. If you don't cover at least 200 dollars across that counter you can't pay minimum wage.

So who is going to bid on this place and stay with it and not go back to the table with Cosey and Chris and ask them look, this is the truth. And all we need to do is find machines somewhere else to supplement the income over here. We ain't getting anybody over at the Hebert building. We don't even have any more managers. We can't get any more.

STEVE DEBRUHL: There are managers currently in the (inaudible)

JOHN BURT: Okay, Steve.

UNIDENTIFIED: I don't know anything about Delgado got all the campuses I deal with. To me the most sense it makes is to make our campus, City Park, the main kitchen. I used to work at Miami in Ohio and they had a couple of locations. And make it like that, then we run somebody to every location, cater

it, like we do at Sidney Collier right now. You have some equipment over there and serve lunch directly.

STEVE DEBRUHL: That's what we are supposed to be doing, actually.

STUDENT: But I mean, to me, the main City Park should be one person. And have one manager with maybe four employees who pays for the food and distributes it to other campuses. Shutting off where we are at, doesn't make sense to have her at one, him at one.

JOHN BURT: And then I've got Candice right across the parking lot in a building she don't even want anymore. I don't get that one. I have to go all the way over the nursing school and all the way over to Sidney Collier to work those and yet I got competition right across the parking lot.

STEVE BURT: It's on the bid letter.

JOHN BURT: It was set up wrong. You took the money out of the cafeteria and it went over to building two. When you put it out on bid, she wasn't

there. So that money was sitting over here. Now, it's going over here to here. This isn't -- I have a \$4,000 payroll every week to make. I'm not going to lose money. If it doesn't work I have to leave.

STEVE DEBRUHL: Okay.

JOHN BURT: Well, if that's the answer why are we discussing it? Either we are going to sit here and try to make it work, well then, let's add the supplement to it to make it work.

STEVE DEBRUHL: The motion is to merge the school--

JOHN BURT: You can dance and jig--

STEVE DEBRUHL: No, that was the motion.

(Council members talking at once.)

TERRY CAMARDELLE: Come on, she can't take the minutes with y'all doing that.

JOHN BURT: You are not with the accountant checks, and today making a \$4,000 payroll and you want me to not have that one, but I have to go to Sidney Collier, I have to go to the nursing school and I have to go over there and do that. I when I tell you

it doesn't even make minimum wage, well that's the deal.

KEVIN MONK: As I can understand and appreciate it, part of the deal, too, is to get the deal with the vending machines. That hasn't happened and that needs to happen before we make any major earth shattering decisions. That needs to happen

JOHN BURT: And the other thing I said is we can sit down with Chancellor Cosey and Mr. Steve from the financial office, and if we were getting commission checks and Longleaf -- why can they have machines right across the parking lot and have machines at Metairie Vo-tech but we can't work the snack machines over there?

STEVE DEBRUHL: That's the deal.

JOHN BURT: So we can't go to the table and --

STEVE DEBRUHL: Is this the way we want to negotiate this thing? We'll work with you any way we can, John. I've been working this place a lot longer than you have.

JOHN BURT: And it wasn't successful. It still it looks like crap. It was totally destroyed and the only reason we were there is that they couldn't find anybody. They were trying to throw our ass out. And that's the truth.

FRANK GAFFNEY: Let's go back to the original, where we were talking about the two mergers.

TERRY CAMARDELLE: Opening remarks, are we back on that?

HERBERT READO: It just don't seem like (inaudible).

JOHN BURT: Just drop mine until we can sit down at another time. They don't want to talk about it now, but I'm going to tell you straight up if y'all don't work it out, I will leave. And I'm not going to stay there and work my ass off for nothing and have to go work locations just because we made a deal and can't go back and talk about it.

TERRY CAMARDELLE: Another time.

FRANK GAFFNEY: As far as HB goes, I believe we don't have a manager in there and I don't see how we can make a decision without a manager in there. Two problem locations.

TERRY CAMARDELLE: Two and a half. There's a third building with two machines.

HERBERT READO: It is my experience with the School of Nursing we may be able to consider that in the long run like LWC.

JOHN BURT: I don't know how that works.

STEVE DEBRUHL: I tried to not do it, believe me.

STUDENT: We was over there temporarily and we made 35, 40 dollars a day. She wasn't even showing up over there

JOHN BURT: The deal is, Ridell has been over there every day. Every day they let him in, he's over there, trying to put out muffins and do whatever he can. And most of the days he tells me he's lucky if

he does 80, 90 dollars, but he's there. I like the idea.

STEVE DEBRUHL: We can go to them and ask them if we can get the money from the vending machines. They are obligated by contract to give us the money

JOHN BURT: What I'm saying, Steve, is it would make more money if we can work the snack machines.

TERRY CAMARDELLE: I think we beat this horse to death.

Let's go to the next thing. Herb's feasibility study for multi-managers at Fort Polk.

HERBERT READO: There was some discussion about making Fort Polk a multi-manager location. I would request -- how did I write this up? If we are going to think about doing that, we need to kind of get a study done on that. I ask that the committee request that the state agency do a feasibility study on making Fort Polk a multi-manager location.

SHELLY LEJEUNE: Discussion.

LEE FRAZIER: Let me have some input here.

JOHN BURT: Let's make a motion. I second it.

TERRY CAMARDELLE: Now we can go. Lee.

LEE FRAZIER: What type of multi-management are you talking about?

HERBERT READO: The feasibility study determines if the government will approve that or -- really, they are just getting a background.

LEE FRAZIER: I've been there four years and I can tell you getting a second manager in there is going to be near impossible.

HERBERT READO: Let's see what the feasibility study says.

LEE FRAZIER: Feel free.

KEVIN MONK: Here's what I'll do. I'll try to work with you guys and try to figure something out. I'll be honest with you and tell you in my experience, from what I know about the location, I can't wrap my head around how we can do it, maybe it can be done. We'll certainly try to gather some information. What

I need from y'all, if anybody knows around the country any places where there are multiple managers.

TERRY CAMARDELLE: Kim has the information. She'll tell you what places have multiple.

KEVIN MONK: Can somebody e-mail it to me? Then I know who to contact. So I would need that and I can take it and sort of run with it from there. Given how Fort Polk works, it's sort of unlike other bases. But we'll take a look at it.

JOHN BURT: If they can have a food service consultant--

LEE FRAZIER: It's very unlike any other base. People ship down from other locations just to study our operation. Fort Lee was there last week to study our operations to go back to Fort Lee and institute said operation.

If you want a multi manager, if you want to split up the vending machines into multi management, then you have to go through Fort Bliss, and go through the

chain of command there just to get permission to do the vending machines.

KEVIN MONK: We are just talking here, so we can look at it and see if it can happen.

TERRY CAMARDELLE: Kevin is going to work on that. Unless somebody's got something new.

HERBERT READO: Do we have a problem with one manager there? Do we have to have 2?

LEE FRAZIER: I have no problem with one manager.

HERBERT READO: It took time out of the year when we did a bill, we looked at that and at the time they was thinking about a multi manager location with 6 to 7 managers. I'm not real big on going that level. I was thinking 2 managers.

JOHN BURT: I was thinking three.

HERBERT READO: 2 or 3 managers.

TERRY CAMARDELLE: Let's wait till the study is done. You can think all you want but you got to do the study first.

LEE FRAZIER: I totally suggest Kevin, Steve, whoever, come out to the office. Y'all been out to the office, you see how we operate. We are operating hard right now.

HERBERT READO: But the problem is not the operation. It's whether they agree with allowing us to have 2 managers. We are not going to interfere with operations.

LEE FRAZIER: The management is, I have 6 managers working under me.

JOHN BURT: Two of those could be Randolph Sheppard managers. They get part of that cut.

LEE FRAZIER: Negative. Randolph Sheppard managers cannot drive and I've got 880 thousand acres of military troops out there that have to be fed.

KEVIN MONK: We are not saying we are going to do it. We are just looking at it.

LEE FRAZIER: Then do it. Just do it thoroughly. That's all I ask.

TERRY CAMARDELLE: Let's table it for now until Kevin does what he needs to do.

STEVE DEBRUHL: I'm a little fuzzy when you say you want to do the study. What's the motivation?

LEE FRAZIER: The feasibility of having more than one manager.

JOHN BURT: In Lee's opinion, you can't more in there. You got six managers, there's no more. We couldn't have a department head taking care of quality control or anybody taking care of this. And then poor Lee would have to split part of his percentage with the other managers. That's all it amounts to.

LEE FRAZIER: You have no idea what you are talking about, John.

JOHN BURT: And you don't either.

LEE FRAZIER: My PM, my assistant PM, QC, all the way down to office manager are former military. They know how to take direction, they know how to give direction, so we work smooth.

JOHN BURT: I guess that has something to do with the price of tea in China.

LEE FRAZIER: It has everything to do with it.

SPEAKER: How do you get around the complex?

LEE FRAZIER: I have my driver sitting there.

SPEAKER: The other managers could have drivers.

LEE FRAZIER: Yeah, if you want to add on more payroll.

JOHN BURT: I tell you what. If I'm out there I'll take it out of my own share. I'll pay for my own driver.

TERRY CAMARDELLE: Moving along. The next thing is 1099 miscellaneous. Herb and Frank.

SPEAKER: I thought that should be Robert Schaeffer.

TERRY CAMARDELLE: We didn't know he was going to be here so we couldn't put him on there.

HERBERT READO: Several managers received a 1099 miscellaneous for the \$2,500 insurance and that's all I know.

SPEAKER: And everybody got to pay taxes. Sorry.

JOHN BURT: How in the world did insurance premiums all of a sudden now become taxable assets of us getting a 1099?

KEVIN MONK: Here is what I'm told. I went to legal and talked to them. Of course, went to financial and tried to figure out what happened different this year than happened last year. Well, the first thing that happened this one the outgoing governor abolished all financial categories that had a miscellaneous tag to it. That's where all the insurance premiums were going before. So, those were deemed, at least at the time, it would be reimbursements for premiums you had paid so you didn't get a 1099.

So when they abolished that, the thing that happens with the system now, you pick the next best since you didn't have a miscellaneous come you have been using all this time it happens to be a category where the 1099 gets generated. Now, the issue is, what I'm told, if everybody with the form they signed for the insurance, if they want to send in a verification

that they paid at least that much in insurance, \$2500, in other words, if it's truly a reimbursement and you send in proof that you reimbursed that to us, then you won't get a 1099.

SPEAKER: Mr. Chairman --

TERRY CAMARDELLE: Say it one more time, please.

KEVIN MONK: Because according to them, this should have happened all along; you should have been getting 1099s all along.

SPEAKER: That's correct, and I'm glad Robert is here. RSVL just went through a federal audit, and I worked for RSVL. And I was 1099ed for my insurance and a whole bunch of other things because of what Kevin is saying, with the miscellaneous column being gone.

FRANK GAFFNEY: Kevin, next question. Does it mean we don't need to sign that waiver anymore?

KEVIN MONK: We will have to look and see how the waiver reads.

JOHN BURT: I'm at the point now I'd like y'all to go back and start paying those insurance premiums. I mean, it was more to benefit y'all as much as it was to give us anything. Because I don't make that kind of money and y'all were having to pay full premiums. So what we want to do is put a cap on it.

KEVIN MONK: Ultimately, if you have a 1099 it's up to you if you put on your taxes or write it off or how you do it.

SHELLEY LEJEUNE: Kevin, I have a question. How long is it going to take y'all to find out if we have a sign a waiver or not? That should be getting started also.

KEVIN MONK: I'll ask them about that.

HERBERT READO: Have all the managers received a 1099?

KEVIN MONK: Definitely most. I don't know of any who didn't, I'll say it that way.

FRANK GAFFNEY: If they didn't get a staffing check, they shouldn't have got a 1099.

SHELLY LEJEUNE: Or some type of reimbursement from the state.

FRANK GAFFNEY: The additional reimbursement, the medical staffing, what are we doing about that?

KEVIN MONK: That's an issue and I can have a conversation with you. I think you are one of the few you got a 1099 for more than the 2500 because you picked up some other items you got reimbursed for. We can have a conversation offline about that and take care of that.

UNIDENTIFIED SPEAKER: You want me to tell him to call you?

KEVIN MONK: Yes.

FRANK GAFFNEY: The next thing Kevin, under 1099s, is the state going to go ahead and send out a letter to each manager letting him know about that 1099?

KEVIN MONK: Yeah, we can do that.

JOHN BURT: I think it would have helped, because a lot of people had no idea it was coming.

FRANK GAFFNEY: At the same time, Kevin, further in the agenda, we were talking about that dot gov. That should be explained at the same time. The same letter.

And I would suggest that the RSMAs in their visit, take it to the manager himself and have him sign.

KEVIN MONK: I'm not sure about the --

STEVE DEBRUHL: If you get paid, you have to be registered by la.gov. I believe most people are signed up. Some people are not signed up, we can include that in the litter we send out. We are just checking, unless you are signed up online with the correct address and information then they won't get paid.

UNIDENTIFIED SPEAKER: Nobody in the Baton Rouge area got that information. I still don't even have my own information.

STEVE DEBRUHL: Did you finally go on la.gov and do it?

UNIDENTIFIED SPEAKER: I got someone to do it for me. I don't have the identification number to go in there and do it.

KEVIN MONK: I wonder if there is a link where you can go on and request your identification number?

JOHN BURT: I don't know about the rest of the RSMAs, but Paul called me and he went ahead and did mine.

UNIDENTIFIED SPEAKER: He did the same for me as well.

JOHN BURT: That's what I'm saying, so we ought to have it all on the computer anyway.

STEVE DEBRUHL: Should be. A lot of times, I guess they use, the IRS, when they sign people up, like Harlan's case, he was in the system but it was sent to the Lake Charles address. They had to chase it around and stop payment.

So it is your money, so it's incumbent upon you to make sure your information is correct.

PINKY HARRIS: Steve, where on the website do you go to change which address? I've been all over it and can't find anything.

UNIDENTIFIED SPEAKER: There's some instructions.

PINKY HARRIS: I'm fairly tech savvy but I can't figure out where you go to put myself in the system.

UNIDENTIFIED SPEAKER: We had a bunch of problems before, I know that and me and Shantee worked on getting addresses changed, but we did not manually go into la.gov and change it. We worked with the lady and she did it.

PINKY HARRIS: I know my address is not correct in the system but don't know how to change it. I can't figure out where to go.

STEVE DEBRUHL: We'll work on the letter and send it out and contact your individual (inaudible) on our end so when you call us. I believe anything can go there.

UNIDENTIFIED SPEAKER: You have to have an identification number, I know that, of some type.

UNIDENTIFIED SPEAKER: I know me and Shantee worked on everybody in Baton Rouge and worked on getting those addresses in there. There was some paperwork we filled out and sent over to the lady that was working for la.gov. And she told us she'll take care of it. But we didn't have to manually go in and do it. She did it for us.

PINKY HARRIS: I know mine is incorrect.

STEVE DEBRUHL: But you can see your name and address? You can go on-line and see you are in there?

PINKY HARRIS: I can't find it on the website.

STEVE DEBRUHL: You specifically? Not to change your address, but you can look at Pinky Harris?

UNIDENTIFIED SPEAKER: Can you look at yourself so you can get paid?

PINKY HARRIS: I won't get a check, I'm just not getting bids.

STEVE DEBRUHL: But you can go look at yourself online and see that you are in the system?

PINKY HARRIS: No. I don't find where I am in the system. I can't get to myself in the system. I don't know which tab or where you go. I clicked on a lot of stuff. I'm just asking, I don't know if you guys know.

FRANK GAFFNEY: Any further discussion?

STEVE DEBRUHL: We'll do a little research on that and send out a letter.

FRANK GAFFNEY: Next thing is liability insurance. Herbert?

HERBERT READO: Me again? I guess it's going to be the same question. What is the status on the liability insurance? The business insurance we have to pay? Are we still looking into it or just on the managers now?

KEVIN MONK: There is no change, it would require a change in the law at this point. There is no change.

FRANK GAFFNEY: Under liability, everybody has paid. I just signed the last thing for it so all the insurance is in effect.

STEVE DEBRUHL: Just signed a terrorism rider so if someone shoots up your machines. Anyone exercising their Second Amendment rights in a terrorist organization --

FRANK GAFFNEY: Okay, the next thing on the list is -- we've probably been through it, John? The next thing is the Fort Polk contract. John? Has that already been covered, John?

JOHN BURT: Pretty much. I would love to make a motion that we -- I want to make a motion that Fort Polk goes out on bid at the next contract period.

LEE FRAZIER: Negative.

HERBERT READO: I second it.

JOHN BURT: I'm just going to say it. I don't think the selection was straight up last time, and I think five years of that is something (inaudible).

LEE FRAZIER: I've been there and I'm going to stay there. I don't care what you don't like. You have made the threats time and time again for five years that you are going to get me out of there.

JOHN BURT: I haven't said anything. I just want --

LEE FRAZIER: Bullshit. Bull. Everybody knows.

JOHN BURT: What? What? What does everybody know, Lee? Everybody knows that you jacked Buck out of his location?

(Council members talking at once.)

HERBERT READO: July 17th?

LEE FRAZIER: July 17th.

FRANK GAFFNEY: Then there is extension contracts, too, isn't there?

JOHN BURT: Can be. I just want to see what they say. Maybe we can put arbitration to rest and bid it out next time.

LEE FRAZIER: The arbitration has been beat so many times --

JOHN BURT: No it hasn't. We hadn't got our chance at the table, and I know god -- god's well you don't want us there.

LEE FRAZIER: You can't afford it.

JOHN BURT: I hear you.

LEE FRAZIER: Who is going to pay for it, John? The trust fund again?

KEVIN MONK: I just got a news flash on my phone that says the Louisiana budget doubled overnight. The governor is going to hold a news conference at 11.

JOHN BURT: That'll work.

KEVIN MONK: The deficit doubled. Sorry.

STEVE DEBRUHL: That's not the same -- Kevin left the word "deficit" off.

(Council members talking at once.)

TERRY CAMARDELLE: Anybody want to donate some money to the state?

FRANK GAFFNEY: Terry, the next one is Delgado with John.

JOHN BURT: We already did that.

TERRY CAMARDELLE: New Charity Hospital. That's you, Frank.

FRANK GAFFNEY: I listened to all of the minutes, and that's one of the things we discussed. I talked to Steve and he was going to do some research on it.

STEVE DEBRUHL: We're talking about the University Medical Center in New Orleans?

FRANK GAFFNEY: Well, that's the new one, yeah. Was brought up too in discussion. From what I understand we are still working in trying to get the machines.

STEVE DEBRUHL: We were working behind the scenes for quite some time. We are they didn't want to pay us. They didn't want to pay us when we first started working there, and that's when they were in the old building. We had to go in there and give them the law and we finally got the money from that. Then when they moved to the new location, they didn't let us know.

TERRY CAMARDELLE: Excuse me, back up. What are you talking about the old location? We had that for years and years and years.

STEVE DEBRUHL: After Katrina. When everything got privatized, when Children's Medical Center, which is Children's Hospital, took over, they wanted to cut us out. So, we made our case and they kept forgetting to pay us. When they moved to the new building, they put out an RFP and they didn't include us in it. I got wind of it and tracked them down and Kevin and I met with them multiple and threatened litigation, and finally started getting the checks. We have gotten checks for the last couple of months.

We are in the process of calling them back. But they adopted the philosophy they are not going to pay us. So we threatened to get John over there with the marching brigade and now we are now getting the money.

TERRY CAMARDELLE: Is that why our income is half what the expenses are?

STEVE DEBRUHL: Right. It's going to be a bigger location than before because it's a much bigger building.

TERRY CAMARDELLE: I sure hope it comes quick cause there ain't much left. Pay us back those legal fees.

JOHN BURT: They don't have snack shops or nothing in there?

STEVE DEBRUHL: I believe they do, they have an employee snack shop and one small dining room. We can revisit that another time.

TERRY CAMARDELLE: That's about it on Charity? This is where you come up again, Steve. The three locations for Delgado.

STEVE DEBRUHL: The Delgado Jefferson, like John says, is a challenge. That's a different location. Used to be the Jefferson Parish Vo-tech and has vending machines, a route, on Airline Highway, couple in LaPlace, similar in Reserve at the VA home and school up there and machines on campus. Alton has a snack shop over there and it's really not doing much at all this semester. Some days he does 45 to 85 to 100 bucks, maybe He said if it was up to him, he'd

just as soon close the snack shop and make it vending only.

JOHN BURT: I tell you what we been doing. We been catering it.

TERRY CAMARDELLE: Do they still teach culinary there?

JOHN BURT: They teach culinary in our building.

STEVE DEBRUHL: No. We said last semester they had a program for high school students. They had 100 students a day and drop them off and they took college-level courses. And they supported the snack bar. But that's not happening this semester. It may happen in the fall. I want to get your idea of whether we should keep it as a snack bar or vending only. That's what it was when we first opened it.

JOHN BURT: I went over there and developed it. Then remember they wanted him to open a snack shop in Reserve. I think it ought to stay straight vending actually.

STEVE DEBRUHL: Now it's a snack shop.

JOHN BURT: That's what I'm saying. And I think it ought to go back straight vending, to be honest.

PINKY HARRIS: How many machines were there?

JOHN BURT: I think it's 14, 16. Somewhere like that.

STEVE DEBRUHL: Six in Reserve, and five at the retirement home, there's two in LaPlace.

JOHN BURT: There's a little bitty office section back in there that doesn't do much.

FRANK GAFFNEY: That's what it was when you got it?

JOHN BURT: That's what it was, when it went out on bid, it was Airline vending route, and he got it, and they talked him into opening up a snack shop. Then we shut it down. And then they reopened it, and like he said he ain't making money.

TERRY CAMARDELLE: I'll ask again. The 15 machines is for the total route?

STEVE DEBRUHL: I think it's 18.

TERRY CAMARDELLE: That's what I asked. How many different locations?

STEVE DEBRUHL: You have the Delgado campus on Airline Highway next to the Budweiser plant and five machines right there, at the snack bar and four machines in another building. So there's 10 there. And two in Laplace is 12.

JOHN BURT: How many in the VA home?

STEVE DEBRUHL: Four in the VA, and then 4 or 5 in Reserve. Yeah, there's a 12-ounce can and a 20-ounce bottle -- a Pepsi machine. And two snacks. That's five there.

TERRY CAMARDELLE: About 20.

STEVE DEBRUHL: Yeah, I think about 20. There's a coffee machine he doesn't use, which --

FRANK GAFFNEY: I have one question. If we close that, are we still going to have a place for delivery and stock for the route?

JOHN BURT: That's what you could use that friggin' snack shop for.

STEVE DEBRUHL: We have a nice little set up in there. You have a sandwich table and turbo shop, again, it's the volume.

JOHN BURT: If you take it out it makes a good storage room. When we set it up and turned it over, that's what we did. It's all one room.

UNIDENTIFIED SPEAKER: Mr. Chairman, point of order. When you were out of the room there was a motion made we never voted on.

TERRY CAMARDELLE: Okay, anybody want to fill me in?

JOHN BURT: I made the motion, Herb seconded it and the motion was that Fort Polk goes out on bid in the next cycle.

TERRY CAMARDELLE: All right. You had discussion on it? And did you all have a vote on it?

JOHN BURT: No.

LEE FRAZIER: I have a discussion on it.

TERRY CAMARDELLE: Wait a second, it's wasn't before you. Kim?

KIM VENABLE: I was just telling him my name. I forgot to tell him my name.

LEE FRAZIER: Why all of a sudden do we want to put it up on bid again when no other location comes up for bid every other cycle. Seems immaterial to me.

JOHN BURT: Since no other location we got has a five- year contract except Delgado and this one. And Delgado is multimanager so what are you are crying about?

LEE FRAZIER: I'm crying, John, because you are trying to get away from me.

JOHN BURT: No, I'm not. I just don't think you should have it all by your little lonesome self.

Lee FRAZIER: I do just fine just by myself.

TERRY CAMARDELLE: That's not the discussion I was looking for.

LEE FRAZIER: The fact that John is afraid that I'm grandfathered in that's why he's making the motion to keep me from being grandfathered in.

JOHN BURT: Now he's psychic.

SHELLY LEJEUNE: It was never done in the five years before.

JOHN BURT: Then don't vote for it.

SHELLY LEJEUNE: And the contract is with the federal government. Not with --

FRANK GAFFNEY: I believe the vote is on the feasibility of doing it.

(Council members talking at once.)

TERRY CAMARDELLE (to captionist): Are you getting all that? When they do that, just put blanks. Let them wonder later what the heck they were saying.

ROCKY MARCEL: Am I to understand -- was the motion on the feasibility study tabled? What was the result of the vote on the feasibility study?

HERBERT READO: It was voted to continue with the feasibility.

ROCKY MARCEL: Then Mr. President, I assert that you can't really move forward on this vote until you have the feasibility study completed.

FRANK GAFFNEY: The feasibility study is for multimanagers.

TERRY CAMARDELLE: Hold on there. It's two different matters. One is on the feasibility study of making it multimanager and the other is on the time that John wants to cut it down and put out for bids early.

JOHN BURT: No, just put it out at the end of the cycle

UNIDENTIFIED SPEAKER: At the July 1, 2017, rebid.

JOHN BURT: I want to ask you Rocky how did you brilliantly come up with that idea?

ROCKY MARCEL: John, as part of the rules --

JOHN BURT: What rules?

ROCKY MARCEL: Robert's Rules --

TERRY CAMARDELLE: Whoa, there's no Robert's rules. If you shut up he'll answer you.

ROCKY MARCEL: John, if you look very carefully at the CFR, it states any time you reconfigure a Randolph Sheppard standpoint, federal property, which includes making it multimanager, that the feasibility

study must first be done. So if we are going to put it out for bid we need to determine if we are going to make it a multimanager bid -- -

JOHN BURT: So I say if they don't do it, since you weren't in here earlier, Kevin said he'll look at it but he really probably didn't think it was going to happen anyway, so obviously that's not going to happen. But maybe rebidding it, since there is a sunset clock on it, that might happen. So since that will probably fail by the wayside, then maybe we can just settle this arbitration, rebid it, and it'll all be over with.

UNIDENTIFIED SPEAKER: Of course John, you're much smarter than the rest of us.

(Council members talking at once.)

JOHN BURT: Mr. Chairman, aren't guests supposed to only talk in open discussion? He's not even a manager. He may be board for RSVL, but I don't need to hear his mouth anymore. I've had to go to court over his immaturity --

TERRY CAMARDELLE: And I've asked you and everybody else to speak correctly on items. Don't rant and rave.

JOHN BURT: I don't mind ranting and raving, just do me a favor. Can you keep him quiet until open discussion? He ain't one of us. He's an invited guest.

UNIDENTIFIED SPEAKER: He wouldn't in there when they said the feasibility thing. Now he want to act like John's so dumb and his ass is so smart and nobody don't know any better.

ROCKY MARCEL: Well, Mr. President, if you are going to silence me I demand that you silence them because she is also not a member of this group.

UNIDENTIFIED SPEAKER: I'm a member of Randolph Sheppard.

ROCKY MARCEL: She's not a member of this committee.

JOHN BURT: Again, you can't keep him quiet. That's the reason we can't do anything anymore because we have Mr. Einstein over here.

UNIDENTIFIED SPEAKER: For real. The smartest person in the room.

LEE FRAZIER: Motion to adjourn this meeting.

UNIDENTIFIED SPEAKER: I'm a nobody, I second that motion.

TERRY CAMARDELLE: I'm denying the motion. Are we going to try to do this again? We have a motion and a second to do the -- which one are we going to do first? I guess the feasibility study?

JOHN BURT: We did that. We said yes. And Kevin said he's going to check it out.

TERRY CAMARDELLE: All right. And what was the other motion?

JOHN BURT: The other motion was to put Fort Polk out on the next cycle - I didn't say multimanager -- when the contract ends.

FRANK GAFFNEY: I believe we still have to have a feasibility on that. See if that can even be done.

JOHN BURT: That's what the motion does, doesn't it?

FRANK GAFFNEY: But they wanted two separate ones.

JOHN BURT: No. Frank, listen to me. One thing is whether to make it a multimanager deal, and Kevin has already said it's probably not going to happen. Number two is, then all I'm saying, is unrelated to that, however they decide to do it, at the next contract level however they do it, it will go out on bid. If that fails to the wayside, we will put it out on bid every fifth cycle. Maybe we never done it before, let's start doing it now

SHELLY LEJEUNE: Why?

JOHN BURT: Because I honestly think we can do it.

UNIDENTIFIED SPEAKER: Mr. Chairman --

TERRY CAMARDELLE: Wait a minute. You are not a manager. You are a guest. So we just put you in the category. Anybody else on the committee like to speak on this?

HERBERT READO: Mr. Chairman I call for the vote.

TERRY CAMARDELLE: All in favor, say aye. All opposed? I think we need a show of hands.

JOHN BURT: No, it got voted down. Let's leave it voted down.

TERRY CAMARDELLE: Let's make sure. All in favor, raise your hands. What do we got, two in favor? And all against, raise your hands. All right. Motion defeated.

All right. Let's go back. We were on the three locations. Delgado.

JOHN BURT: I made a motion to make it a straight vending route. An Airline vending route.

STEVE DEBRUHL: A person has to want to do a snack bar. I think if you want to go --if you are going to go on there, Alex liked the idea but I'll defer to him. It will be a lot easier if it was straight vending

FRANK GAFFNEY: I believe we need to have a manager to make that decision and we need to find out if we are going to be able to keep that storage because they need a place to keep their supplies.

HERBERT READO: I think we need to keep it as an option, you know?

STEVE DEBRUHL: That's what I was thinking.

JOHN BURT: That will work.

TERRY CAMARDELLE: Everybody agrees on that?

JOHN BURT: I withdraw my motion.

TERRY CAMARDELLE: Okay, the next one is food trucks. Frank.

FRANK GAFFNEY: That was going to be the same thing that Herbert was talking about his place, when he was satelliting.

TERRY CAMARDELLE: That's what that was referring to?

FRANK GAFFNEY: Yes, because when I got this, Herbert said he wanted to bring up that.

TERRY CAMARDELLE: Next is location. This is you again, Frank.

FRANK GAFFNEY: That was the same thing we discussed about different locations in Lake Charles, which is that Moss Regional and the halfway house and some

other locations they had they were going to check with all.

STEVE DEBRUHL: Moss Regional, that was the state hospital taking over by Moss Regional. They actually moved all of the patients into their own private facility. I had Paul go by and look at it and he said they had a clinic in there and they had a couple of vending machines. We approached them before and they shunned us before my time, apparently. But I think we have a right to do the vending machines that are in that building, but most of the patients have been moved out of that old hospital into a new facility across the street. Might be a little into the trust fund at some point.

TERRY CAMARDELLE: More than a little. We need a lot.

STEVE DEBRUHL: Not from that location.

UNIDENTIFIED SPEAKER: Terry, I need to ask something of Shelly. Shelly, Ricky Pettis called yesterday and

he's asking that we find out information on the CT bus station that is moving downtown Baton Rouge.

SHELLY LEJEUNE: We can find out about it.

UNIDENTIFIED SPEAKER: Can me and you get together and try to work something out, can we find out something for him? I knew the buses was going to be routing downtown but I didn't know it was going to be a whole new -- I don't know what it's going to be.

SHELLY LEJEUNE: Okay, I'll definitely check on that Monday.

UNIDENTIFIED SPEAKER: Okay.

SHELLY LEJEUNE: I'll get with you and Mike on that.

UNIDENTIFIED SPEAKER. Get with me on that because Ricky Pettis is mine. I guess if he's going downtown he's wanting to try to hang on to that. I don't know if it's going to be something that's going to be moved over to Cortana Mall but it's out in the open. It's not like there's a building or anything.

UNIDENTIFIED SPEAKER: I don't think so. It's just next to a parking lot.

UNIDENTIFIED SPEAKER: So do you think that's something they are going to do downtown?

UNIDENTIFIED SPEAKER: No way, they are not going to have a bus station downtown. They talked about it but there wasn't a lot of information on it.

STEVE DEBRUHL: We will pursue that. I'll set a meeting. Frank I don't know about the halfway house.

FRANK GAFFNEY: John motioned it. And Lee motioned it.

JOHN BURT: They have a halfway house for state and federal workers and they got a kitchen in there and there's machines in both houses that they are filling themselves.

STEVE DEBRUHL: Is it state owned?

JOHN BURT: Yeah, that's state, and I believe one is a federal.

LEE FRAZIER: The halfway house was inclined to do so but did not have the function or permission by the state to let somebody else come in, as well as the work release thing.

STEVE DEBRUHL: Can you give me the contact information? I'll work on that.

LEE FRAZIER: If I still got it.

JOHN BURT: My daughter works there.

TERRY CAMARDELLE: Mandatory training, state or regional, Frank.

FRANK GAFFNEY: I think that was a Shelly. I might have put it in but it was Shelly.

TERRY CAMARDELLE: Shelly? Shelly? Wake him up.

UNIDENTIFIED SPEAKER: I'm sorry, I was talking to him.

SHELLY LEJEUNE: The upward mobility training, I spoke to Kevin about it last week and never got an answer back. But I get the impression this year we are probably not going to have it with the convention so we'll have to work on regional stuff.

STEVE DEBRUHL: That's the plan, to work on regional training. Although we had success at the last one one thing we want to focus on, we don't have the curriculum set, is the 714 and 715 reports.

SHELLY LEJEUNE: When you do that you are going to have to have the RSMAs do it with the individual people because that's not going to work on a group of people.

UNIDENTIFIED SPEAKER: Because we went over it with the last managers.

SHELLY LEJEUNE: We have a lot of managers who have been there a long time and still have issues with it. But it's also important the reports are submitted accurately and in a timely fashion. It's a challenge we have, so there's obviously something amiss so we can go back and revisit that.

Also, I'll talk to Kelly about food safety issues and cleanliness sort of things. And the plan is to start that in the month of May. So we'll send out a letter on it. It will be similar to what we did last time.

HERBERT READO: Frank, you mentioned about the Sagebrush manager. I think that's what you were supposed to do. About the training at Sagebrush?

FRANK GAFFNEY: The mandatory training or the state training?

HERBERT READO: The state training considered upward mobility.

FRANK GAFFNEY: I contacted Steve. I listened to the lady from RSA at the meeting and she informed everybody at least 40 percent of the states aren't turning in any upward mobility training. And she said the things like Sagebrush is considered upward mobility training. So I turned in a list of everybody who attended it, all the managers, and I sent it to Steve and he's going to put that in the report.

STEVE DEBRUHL: It was in the report last year.

SHELLY LEJEUNE: I have a question, so if Sagebrush is going to be considered upward mobility, is the agency going to pay the way for people to go to it?

JOHN BURT: You and another 1099.

FRANK GAFFNEY: It didn't say was mandatory. The word mandatory is in there.

TERRY CAMARDELLE: It counts anything you go to that's upward mobility counts

UNIDENTIFIED SPEAKER: So the people who want to that won't have to do this regional training?

TERRY CAMARDELLE: It's not the same thing.

FRANK GAFFNEY: I'm also submitting, even though I wasn't there, I'm submitting the managers who attended the leadership school at Able this weekend.

SHELLY LEJEUNE: I have one more thing. How about the ones that go to Blatt's?

TERRY CAMARDELLE: That counts, too.

FRANK GAFFNEY: Service for pay, that if we did have something we needed them on, let's say we had a problem with somebody and a person from Able could come over and meet with the RSMA and the manager and spend the day and then Able not being under contract but invoice it as service for pay

JOHN BURT: And use them for training? Make a motion see if we can do that.

FRANK GAFFNEY: I'd like to make that a motion that we research that.

JOHN BURT:: See if that's a method to do training with the existing managers.

TERRY CAMARDELLE: Second?

SHELLY LEJEUNE: I'll make the second.

TERRY CAMARDELLE: So Frank with the motion, Shelly with the second. Discussion? When I ask for discussion everybody shuts up. All in favor? Opposed? That's it on that? Nothing else?

Okay, next one is la.gov.

FRANK GAFFNEY: Yeah, that was mine. We discussed that we are going to send out the letter through the RSMAs that everybody knows about it to get their names fixed.

SHELLY LEJEUNE: I have questions. Are they going to send out the letter or are the RSMAs are going to come in?

JOHN BURT: I'm with Shelly. Somebody needs to go out and do this.

FRANK GAFFNEY: We send the letter but the RSMA delivers the letter and they sign for it.

TERRY CAMARDELLE: Most everyone should be in there.

JOHN BURT: If just they moved or something, you know what I'm saying? Now is the time to get all that there.

UNIDENTIFIED SPEAKER: Yeah, but we never had to deal with the la.gov website. Which I knew nothing of until Kevin told me.

SHELLY LEJEUNE: We never had to deal with Workforce either.

FRANK GAFFNEY: If they move now, they don't know about it. They might be getting a check. If they move they don't know anything about going to la.gov.

JOHN BURT: That could be a part of the regional training.

STEVE DEBRUHL: That's a good idea, John.

UNIDENTIFIED SPEAKER: That's why we are never moving.

STEVE DEBRUHL: We can do la.gov if we have access to computers when we do our regional training. We'll check everyone between now and then and who not there, we'll make sure there's a change when we do that. When does the stipend check come out?

KEVIN MONK: It should be August.

JOHN BURT: Or December.

KEVIN MONK: If everybody has their .gov account?

STEVE DEBRUHL: By the end of May, we'll make sure, we'll look at every manager's account online.

MICHELLE: What I'll do is get with Shantee next week because me and her worked with the lady and I'll actually sit down and do directions step by step on how you need to do it and set it up and give it to the managers.

UNIDENTIFIED SPEAKER: What about what about the people that are retired and don't file taxes?

FRANK GAFFNEY: They'd have to be contacted too because if they are not getting the check, they need to get on la.gov?

UNIDENTIFIED SPEAKER: Well, what do they do with the 1099? They don't file taxes, do they?

FRANK GAFFNEY: They don't have to do nothing.

UNIDENTIFIED SPEAKER: Good.

JOHN BURT: They don't have to do it. There is only so much money and that's a lot lower.

ROBERT SCHAEFFER: And if they are over 65, they can make exceptions.

UNIDENTIFIED SPEAKER: So I give the right advice to them, throw it away.

TERRY CAMARDELLE: You can make as much as you want but you still have to pay take taxes for it.

STEVE DEBRUHL: It is a reimbursement for what you already paid out. So you should be able to deduct that from your income taxes.

JOHN BURT: That's the problem. You can't take off the medical part, but that's what we're getting paid for and now you have to pay taxes on it. The thing that it funny to me is I don't pay taxes on the

Medicare but I do have to pay taxes on the supplement.

TERRY CAMARDELLE: Last item on the regular stuff. Moving to subcommittees next.

HERBERT READO: Mr. Chairman, I don't know if I overlooked it or what, but I think we missed when Steve was talking about the location, I didn't hear about the LWC micromarket.

FRANK GAFFNEY: That was overlooked.

TERRY CAMARDELLE: Okay, go back to H. Three open locations. Delgado Jefferson, Airline Highway, Hale Boggs, and LWC micromarket.

STEVE DEBRUHL: We kind of touched on it earlier. The Hale Boggs location, we have Harlan down there. Again a similar situation. We have spent a lot of money to put a coffee shop/snack bar in there, kind of like Starbucks, and for whatever reason it didn't work out and Harlan resigned the facility.

So it's kind of like Alex's deal. The building likes the idea of having a snack bar but it has to be

financially viable. We don't really have much information as far as, he only had it open for like, five months. So -- I think maybe we get to Herb's idea too that could be an option for the manager.

HERBERT READO: I think leave it open.

STEVE DEBRUHL: I think we just need to --

JOHN BURT: See who bids on it. See what happens

STEVE DEBRUHL: I think to get make it a Starbucks location, I think we want to get away from that.

JOHN BURT: The problem with Starbucks is the mandatory drops. The thing that sucks is we don't have access to the some of these warehouses where you can buy their product by the piece. In other words, if you would have to buy the case, you would have 12 units of it, use two units of it and you lose the other before it expires. And you don't have choice. You have to take it.

ROBERT SCHAEFFER: That won't work.

JOHN BURT: I know it won't work. You have to have a high volume with a drive-thru window for that stuff to really work. It won't work at these locations.

FRANK GAFFNEY: It may work good at an airport.

JOHN BURT: You got to have a lot of foot traffic.

STEVE DEBRUHL: It works at about 58 thousand different locations every day.

JOHN BURT: In the right setting, it's a great job. These aren't the right settings.

STEVE DEBRUHL: So the idea is to leave the option open to the person. But we should try to recoup the investment in the snack bar. It was doing pretty good with the coffee. It was the lunch business that really wasn't. I'm not ready to write it off yet, the building isn't quite ready to write it off yet.

JOHN BURT: You see, my idea is would it be more feasible to make straight machine because we got refrigerator and freezing units, and make routes out of some of the stuff. Vending locations, anyway.

UNIDENTIFIED SPEAKER: Are y'all talking about LWC or are you back to Harlan's place what about LWC?

TERRY CAMARDELLE: Hale Boggs.

UNIDENTIFIED SPEAKER: So what about LWC?

TERRY CAMARDELLE: To put it out with the snack bar. If nobody bids on it with the snack bar, and see what happens.

STEVE DEBRUHL: That's good. The third we want to talk about is the LWC. Last time, never been successful with a cafeteria there. Never had the volume. Herb can testify to that, was there forever. So he finally escaped. So Cedric took over. Cedric was not making the money on the cafeteria either so we had the idea of this micromarket. People come down, really, a giant vending machine, buy the stuff through a kiosk.

And the idea was whoever has the cafeteria can augment with the cold food offerings and y putting a heated display in front. And that would eliminate the labor costs associated with that. We had to

remove Cedric from the facility and right now it's an open facility.

It actually did a decent amount the first month of January. Right at \$6,800 in sales.

TERRY CAMARDELLE: How does it work?

JOHN BURT: : What is the bottom line on that?

STEVE DEBRUHL: Would have been after expenses and everything else, which again is a variable if the manager is taking care of business manager was on site, the split is 50/50 after expenses. Close to about \$800 a month.

JOHN BURT: So \$200 a week and that's counting the vending machines, too? You might as well put that in the trust.

STEVE DEBRUHL: It can be put in the trust fund (inaudible). Kevin and I, we want to put people to work. We are at the point now where we only have two managers in the bunch and have 3 or 4 open locations here pretty soon. That was one we could keep in the trust fund for a while but we have a new

administration. They are not really filling it either. It's not going to work as a cafeteria.

JOHN BURT: It's not going to work as a snack shop. It's kind of like the nursing school. It isn't sustainable.

STEVE DEBRUHL: There was never really any stuff in the vending machines.

UNIDENTIFIED SPEAKER: Maybe you need to go back to the basics when Randolph Sheppard operators started years and years ago. A dry facility. You don't have to hire someone to pay wages to. Just don't do any food.

TERRY CAMARDELLE: Pretty much like it is now. For 200 bucks a week.

JOHN BURT: The manager wasn't doing the job. That was one of the problems. One of the biggest problems Terry, was that he just wasn't there. He's supposed to put it in there.

SHELLY LEJEUNE: A few years back, before you became program director, I'm sure a lot remember we

suggested to simplify the cafeteria at LWC to a snack bar. What happened to that idea?

KEVIN MONK: We looked into that and some of the recommendations that were made, we had outside companies come in and look at it and how to scale back. And basically it just came down to modernizing it. To me, wasn't a change in scope. So it just kind of died on the vine because we brought in 1, 2, different people to look at it and we were just getting ideas and recycling the same things which we knew just wasn't working or had limited success at best.

JOHN BURT: But didn't y'all say refreshments is getting half of it? Half the profits? So if we set it up as a prepack snack shop, the manager gets all of the money. It would be 4 or 500 dollars a week. That's basically an entry-level location.

STEVE DEBRUHL: I've also experienced this location myself for a quite a while. And this is the corporate headquarters. This is where all the bosses

are. And honestly, when you consistently get calls daily about the problems and cafeteria problems and the vending machine not being -- it's just way too much drama for just a little bit of money. I'm going to say, Herb, if he can't make it there, you know?

MICHELLE DUNCAN: It's a hard clientele. These people are very, very aggressive over there.

HERBERT READO: Now, the setup they have now, it's a great set up. Let's all they really need. I'm just concerned about whether not it is able to hold a manager.

KEVIN MONK: If I may, I think if you get someone in there that can supplement and run sausage biscuits in the morning and be there to answer customer questions and encourage them to try different things. And maybe not even all day every day but if they could offer sausage biscuits in the morning or a fresh hamburger or something and grab and go things, they might make another

HERBERT READO: Wasn't that be direct competition to (inaudible)?

UNIDENTIFIED SPEAKER: You can't be a cook and cashier.

KEVIN MONK: Everybody is good with what we talked about from day one which was never done.

STEVE DEBRUHL: Herb mentioned direct competition. There's a company called Major Menu, which targets our buildings. It's a website. They pick a local restaurant one day a week and you have to go on-line, order your food by 10:30 and deliver to the building. They all diving 50 to 60 lunches to LWC.

JOHN BURT: How many?

STEVE DEBRUHL: 50 to 60.

UNIDENTIFIED SPEAKER: Does the manager still have the vending machines at LWC? They do? Then they should make money off of that.

JOHN BURT: All that included is only \$200 a week.

UNIDENTIFIED SPEAKER: That's a loss of revenue right there.

STEVE DEBRUHL: No, it's not. Not if you don't put product in the vending machines. If you don't have anything in there you can't sell it.

JOHN BURT: Cleaned, filled, and worked. If they are doing that doing that then I --

STEVE DEBRUHL: They are tight on that. No doubt about it. They are coming twice to week. Originally, the idea would be they would deliver to the manager, the manager would do all of the stocking and now they are -- part of the cost is they are tossing their guy out. If when we had our own guy, it would diminish the labor costs. You are factoring that in but instead of 40 hours a week, this guy comes in and does the machines ten hours.

Like Herb is saying, it's gotten good reception but it's a tough crowd, like Michelle says. They want hot food items. That can be done relatively easily. (Inaudible). So we want to make it, continue to keep as a manned location? That's the question.

TERRY CAMARDELLE: That's the question. Anyone wants to further the motion?

JOHN BURT: Do it like we did the other one. Send it out on bid and see what you get. Maybe somebody wants to run it as a satellite.

MICHELLE DUNCAN: What if you put a manager out there, and they put it out on bid and the manager don't make? How long?

JOHN BURT: I mean, you only have to put in ten hours if you did. If I was at DOTD I could run over there, do that and do my job to put it out on bid.

HERBERT READO: What the possibility is that the merge that one, LWC with DOTD?

UNIDENTIFIED SPEAKER: But I have said that for nine years. (Inaudible)

MICHELLE DUNCAN: He's in here.

UNIDENTIFIED SPEAKER: I'm listening.

HERBERT READO: I need to run it by him, but he could ship food out there at least. He can just transport it.

STEVE DEBRUHL: So we are going to put it out on the bid and we can do it as an open location or satellite.

JOHN BURT: I tell you what. Why don't we do one of those feasibility studies? Brian, are you willing to try?

BRIAN: I'd have to sleep on that one.

JOHN BURT: Oh well, then put it out for bid; put it out on bid.

ROCKY MARCEL: The feasibility studies are only required for federal buildings.

JOHN BURT: I thought he wasn't talking till open discussion.

STEVE DEBRUHL: I want to talk now. I want to put all lee of these out by next week and we'll take it from there. Hale Boggs, Delgado or LWC. Do you want to pace yourselves over the next couple of weeks? Or put them all in the same envelope?

SPEAKERS: All in the same envelope.

STEVE DEBRUHL: I'll work on that so by the end of next week. Shantee will do something with them, I don't know what she does.

FRANK GAFFNEY: Make sure you add the word satellite to it.

JOHN BURT: It should always be manned-slash-satellite, right?

TERRY CAMARDELLE? You want to take a little ten minute break before we start the subcommittees? That's all we have left? Okay, be back in ten minutes.