

Randolph Sheppard

August 25th, 2017

FRANK GAFFNEY: I would like to call to order the committee for the blind vendors. First thing is roll call.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

DON ARABY: Don Araby, New Orleans.

JOHN BURT: John Burt, New Orleans.

EMMA PALMER: Emma Palmer, Shreveport.

JANICE FOSTER: Janice Foster, Baton Rouge.

EARL HEBERT: Earl Hebert, Lafayette.

FRANK GAFFNEY: Welcome by Frank. That's me. Everybody is welcome. Opening remarks by Steve.

STEVE DEBRUHL: I want to join Frank and welcome everyone here. I thought we would have a bigger crowd Frank. But there's more to come. Once again, Lynsey is with us today taking notes down, everything you say. This is a public meeting so we will have a transcript so please identify yourself when you speak so she can make sure we get all the information correct. I want to thank Shelly. The upward mobility training on a regional basis cause Shelly reached out wanted to know if we could do it in conjunction with the RSVL convention. And thanks to Frank and Nathan we have a vending machine over here in the corner we're going to be using to demonstrate different

items, how to maintain a machine and stock it, and a credit card reader on it. That's coming on later this afternoon at 2:00. We're also going to cover the governor's executive order on healthy vending and the changes to the tag manual as far as resignation from a location. We have a bid that's out right now, the post office in Baton Rouge. Janice has moved down the road to Department of Corrections. Doing a good job over there. We have a new manager. Michelle showed it yesterday to a few managers. One is a new manager Tony McGura. And he just emailed in his application 10 minutes ago. Just got out of OJT. Worked with Brian at DOTD. Very good feedback from able and from Brian and other on the job training managers. Welcome him to the program. That's it for right now.

FRANK GAFFNEY: Introduction of LWC staff.

MARK MARTIN: Good morning everyone. Mark Martin, director LRS.

KEVIN MONK: Kevin Monk, blind services executive director of LRS.

SHAWNTAY CARTER: Shawntay Carter, administrative assistant.

STEVE DEBRUHL: Michelle Duncan is also here from LRS. She went to go check on your travel forms. Before you leave get the travel forms together so we go expedite the

payments.

FRANK GAFFNEY: Introduction of guests.

LYNN BLANCHARD: Lynn Blanchard ABL.

TONY MCGEE: Tony McGee.

PAM GAFFNEY: Pam Gaffney, Shreveport.

FRANK GAFFNEY: Review of agenda. Anybody have any questions? Moving on. Approval of corrections of June 2nd meeting. I read it, listened to it, put it that way. It's word for word so wasn't any corrections. Next thing is turn the page. Starts out with old business. First thing on old business is the prison, Pollock.

STEVE DEBRUHL: Once again, Pollock Federal Correction Facility located in Pollock Louisiana. Kevin and I met with the warden of the maximum security and minimum security as well as about six other people from the institution. It's always scary when you go to a prison, go behind the locked gate. But they did let us out. We told them what we want to do is right now it's on a 3rd party deal with Lee D vending and they're paying the prison and the prison is sending us a check. It's been inadequate. We pointed it out to them several times. They do have a contract with Lee D. I told them it was like any of our contracts probably has a 30 day out. He kind of pushed back why didn't we do this when we originally started which was in 2001. So I told him that

was a decision made at that time. But doesn't have to be permanent and irrevocable. He was going to check with the Bureau of Prisons to see what their position was on it. He was supposed to get back with us and yet to hear back. Sent him an email last week and I still haven't heard back. A work in progress. They assure us we'll be getting more commissions. Which we have gotten more, but it's still not enough. And it was never set up correctly that we can determine. Might be something that escalates to the legal department at some point. Right now we're in communications. They are receptive, but not welcoming.

KEVIN MONK: If I could add to what Steve said. Obviously the staff and the warden they weren't jumping for joy whenever we went in there. But they mentioned something, if anybody has any information about this, I've made some inquiries about it and I really can't find anything. There is some kind of regulation regarding class 2, class 3 vending as it relates to prisons. I don't see anything about it. Like I said I've asked some questions as part of a group and I have asked questions as part of the group. I will hopefully get some information. What they are telling us is the class 2, class 3 vending has something to do with the inmate access to vending machines. And of course in these facilities the inmates do have access to vending machines on visitation days. I

am still a little bit in the dark and trying to put a puzzle together as far as how it was set up this way, why it was set up this way in the beginning. I'm with Steve, I don't think it's proper. I think they need to be paying us. We'll work that out.

FRANK GAFFNEY: That's not really access to prisoners on the machines because they have no money. That's access to the visitors.

KEVIN MONK: But when they are in there visiting with the prisoners they get access to the items that are in the machine.

STEVE DEBRUHL: They want to pay a different commission rate ones that's accessed by the visitors, the one that's paid by staff. And they also charge us rental space and electricity which is unique. But they are saying they can do that. That's part of the bureau's policy. Not much. But it's 40 bucks a month. Pollock is saying they are paying that themselves. But I pointed out to them they receive 80 percent of the commission and we receive about 20 percent. Very least they could do.

FRANK GAFFNEY: All over everybody has federal prisons. Lots of them.

STEVE DEBRUHL: We have two in the state and the other one they do that same thing. They charge us like 20 dollar rental for the space lease and about the same 20 bucks for

electricity. They are saying they can do that by law.

FRANK GAFFNEY: They can do it by law we can do ours by law.

STEVE DEBRUHL: This might be elevated so it's a clear understanding of the law. We're pushing it.

FRANK GAFFNEY: Any discussion?

SHELLY LEJEUNE: Steve, you said they charge rental. How do they do it, by cubic feet or by room?

STEVE DEBRUHL: Yeah. The one at Oakdale they break it out by the machine so it's like 12.50 for one machine and 13. But we don't have that many machines there at Oakdale as compared to Pollock. Pollock is not charging us via the bill, just hosing us on the commission. I think we're really paying for it, just not showing we're paying for it. Something we probably want to do if we were to take it over as a full service operation.

EMMA PALMER: Steve when they say they're not accessed by the prisoners, what it is on visiting day the prisoner can't have the money but their family's putting 20, 30 dollars worth of money in that machine and they punch what the prisoners want.

STEVE DEBRUHL: Exactly.

MARK MARTIN: They have hot wings, they have ice cream, they got all kind of stuff.

EMMA PALMER: That visiting day the machine is empty.

There's no drinks, nothing left.

FRANK GAFFNEY: I think they told Steve and them that if we get it we have to have a deal where somebody has to service it on Saturday after Saturday visitation to get ready for Sunday cause the machines will be empty.

STEVE DEBRUHL: Whenever it does get down to that point if we take it over I don't know they're going to be looking to give us any storage. That will be an issue we have to address. Like I said, they're not very welcoming. Probably best if we leave them alone. But we're not.

FRANK GAFFNEY: Any other discussion? Next thing on the list is resignation letter time limit.

STEVE DEBRUHL: Frank made the motion and y'all voted on it to make the change in the tag manual from 14 days notice to 28 days notice just to give us more time to get the bid out there and get somebody to replace that manager. I think that's probably fair. It was at one point like a level 3 or above it was 28 days. As much goes into a level one you have to show, send the letters out, give people two weeks to bid on it. Making that change if you want to resign from a location you need to give us 28 days notice.

SHELLY LEJEUNE: Is that something the managers are going to sign off on?

STEVE DEBRUHL: Yeah. That's part of the training today.

We have to inform every one of that.

SHELLY LEJEUNE: Are you going to have them today?

STEVE DEBRUHL: We have them right now.

FRANK GAFFNEY: Any discussion? Update on LWC. And did they get a breakdown on the vending machines, snack machines as compared to that other vending system they have?

STEVE DEBRUHL: In general LWC, just so you know that's where Mark and Kevin work, we used to work across the street in that one area but they've since transferred everyone. We call that state office for LRS. Everyone's moved over to the LWC building and they're moving other people to that building. There is increased occupancy. Also let some people go. It might be kind of even out to where it was. But there are plans to put more people into that building. The machines, the micro market it's kind of down trending. He's been watching. It kind of peeked when we first opened. It's been going down. I met with the owner of refreshment solutions and he wants to do like a grand reopening now that we have new people in the building, do some specials downstairs. At the same time Kevin's been approached by upper management wanting to know if there is a hot food option we can offer over there as well. When we originally did this when the previous manager was there always had a hard time making money at



LWC as a cafeteria because of the labor cost. The micro market was supposed to be a hybrid situation where we had a manager on staff that would stock the micro market, pay through the kiosk that way he could run in conjunction with refreshment solutions. They can make a hot item each morning and put it in a warmer and they can grab and go with that. I don't know if it's time to go back and look at that. We still have a lot of the challenges we had before with major menu come into the building and people selling stuff on the street outside the building. As it stands now it's doing okay. The micro market is nothing more than a high class vending machine. The reason we're not making as much profit is the labor cost involved. We split it 50/50 with refreshment solutions, but they take out their guy to stock it and everything else. Originally it was supposed to be a manned location. And we can go back to doing that now that we have some managers might be looking for work.

FRANK GAFFNEY: Discussion?

KEVIN MONK: Any ideas on how to maybe incorporate some kind of a hot food item even if it's not a full all out cafeteria?

FRANK GAFFNEY: We maintained our priority for snack shop.

STEVE DEBRUHL: Basically what they did we used to have a serving line and a kitchen behind that. They constructed

a brand new wall. We still have a fully functioning kitchen. The previous manager left it in a wreck. We spent a lot of money and time and energy cleaning everything up. It's good to go. Somebody can go over there and start cooking tomorrow.

JOHN BURT: We can't set it up with auto fryers where it's basically not losing any money?

STEVE DEBRUHL: We could do anything we want to. Right now I don't know if there's an auto fryer there. We can get one.

JOHN BURT: I remember before they went to Piccadilly, every time they change players, but I still say especially if the numbers are increasing if we put auto fryers over there and an oven if y'all say it has an oven and just don't make it labor intense, put the fountain machines. One of the biggest problems was the staff they go buy one coke on Monday and getting refills on Friday. They were stealing and they were coming in, security was, I remember Reado telling me one time he was in there on a Saturday morning and he actually thought he seen security in there digging in his stuff. And then if management if they really want this kind of food they got to get rid of that junk. These vendors that are outside the building and stuff like that.

STEVE DEBRUHL: That was our conversation when the new

administration came in.

JOHN BURT: You can make some damn good food out of an auto frier.

STEVE DEBRUHL: It can be done. I won't say a husband and wife, but two people could run the thing. The way it's currently set up now take delivery from refreshment solutions. They're used to paying the prices they have been doing now. It's been in effect for over a year.

JANICE FOSTER: I did real well over there. The problem was they were stealing so much. Everything changed so much.

STEVE DEBRUHL: Refreshment solutions we have six cameras. They monitor it over at their location offsite. If there is an issue they have made us aware of a few issues in the past. So they are on top of it.

JANICE FOSTER: If the manager came in there and doing the cooking refreshment solution would still be in there?

STEVE DEBRUHL: Originally what it was for the previous manager he would cook say breakfast biscuit-- right now everything is inventoried in. Refreshment solutions they deliver salads, sandwiches, humus, whatever. Everything has a bar code on it. You take it out and you scan it and you pay through the kiosk. You either pay cash or credit card or a more card. You put money on it like a debit card. There is no one there working except for

refreshment solutions stocking it. Original idea was they would deliver to the door, the manager would then take it, keep everything stocked up, maintain the vending machines and he could also cook in the back back there. Maybe just make one item or two items. You know sausage biscuits in the morning and we would have a warmer out there, put a temporary label, and he would make a hundred percent of the profit on what he sold. That was the plan. Through a series of events that never materialized. We could go back to that.

JOHN BURT: How many people's in that building. Do y'all know? Eight hundred, nine hundred.

MARK MARTIN: No. I don't know there's 400. I could get that information.

JOHN BURT: When you say that then I'm thinking y'all ain't got a raise. That's the reason I'm thinking auto fryers and stuff like that. And set it up to where they can't touch it. They have to be served the food. I don't care what it is they can't touch it. Put everything behind the counter and I think it could work. Especially entry level manager.

FRANK GAFFNEY: Put in one of those roll down doors and make a counter.

MARK MARTIN: Basically they put a wall in front of the serving line is what they did.

STEVE DEBRUHL: Go through the door, there's a serving line, and another door to the kitchen. Space to put a hot food warmer like John had at federal city. You slide it in there, they can grab and go. If you had a manager there during the day a lot less chance they're going to steal from you.

JOHN BURT: Who is doing the drinks?

STEVE DEBRUHL: Refreshment solutions.

JOHN BURT: In other words they got everything.

STEVE DEBRUHL: Yeah.

JOHN BURT: But if a manager goes in there he gets the machines back.

STEVE DEBRUHL: Correct.

JOHN BURT: I think he told me he was doing about 8 or 900 dollars a week gross sales. Values out about 2 to 300 dollars in profit.

STEVE DEBRUHL: The previous manager he resigned cause he couldn't make any money. Herb ran it forever kind of just as a tribute to the program I believe.

JOHN BURT: Trying to keep his daughter working.

STEVE DEBRUHL: That's an option we can look at.

KEVIN MONK: Any kind of feedback that you guys want to give hopefully help us and help the program and hopefully help a manager.

EMMA PALMER: How many managers we have that's not?

STEVE DEBRUHL: That's covered later on, but right now as far as managers licensed a lady just got her license last week in New Orleans. That's it as far as people on the bench in good standing.

MICHELLE DUNCAN: Tony.

STEVE DEBRUHL: Tony just bid on this downtown post office.

FRANK GAFFNEY: We got one on the job training from Monroe. Any other discussion? Next thing is reimbursement for mandatory training at different locations.

STEVE DEBRUHL: Just like anything else with the state you just got to document everything. We already talked about paying for it. Like I know Mark has to go somewhere he has to give a copy of the agenda. You need a copy of the agenda, a receipt with a zero balance on it and submit it on a regular expense form to procurement and they would pay like that. I don't know as far as paying registration to your own convention. Yeah, absolutely. That's a valid expense. Kevin and I checked it out. To make sure we get paid right you need a copy of the agenda showing that you paid the receipt with a zero balance and you will be reimbursed.

FRANK GAFFNEY: Any questions on that? Moving on it. Golf carts, Kevin.

KEVIN MONK: I've had numerous conversations with legal. We finally come to the conclusion that a couple things

need to happen. Number one is for managers that are using a golf cart on location they need to be able to provide proof of liability insurance. And that's not liability insurance that everybody pays, not the group policy. It needs to stand on its own as an individual item. What we're being told if there were an incident, of course they would probably, our group policy they would pay, but then it would go up on everybody. We want to try to protect the group and keep as good as rates as we can keep for the group. So they should be able to produce a policy which lists the golf cart as an insured item. And then number two is we need to investigate and find out whatever the policy is of the host agencies. So location X has a policy where only licensed drivers can operate motorized equipment on property then that's what it has to be. And I will say this, we certainly don't condone our managers driving golf carts. It's not something that we recommend they do. But that's what I have been advised that we need to do, how we need to proceed.

JOHN BURT: So you're saying we need to get written permission from the site.

KEVIN MONK: We need to find out what the policies are. Whatever their policy is. Let's say you're using one at Delgado. If Delgado the university has a policy that only licensed drivers can operate that then you wouldn't be

able to have your 15 year old granddaughter or whoever ride you around on the cart.

FRANK GAFFNEY: When the new policy comes out this next year there will be a letter in that that we send out for everyone to sign and send it back with them recognizing our policy will not cover golf carts. Any questions? Constitution and bylaws, Kevin.

KEVIN MONK: I have had, again, numerous conversations with legal about it. I have been advised and if there is no known registration or you don't have to get it approved or register your changes with the secretary of state or anything like that that anybody knows of. And so if you guys make the changes that you want to the bylaws Frank as the chairperson sign off on it. The previous change it looked like the last one, at least I had record of, Terry signed off on and Earleen I guess she may have been the secretary or something at the time signed off. I'm assuming if you do something comparable to Frank and whoever Shelly whoever signs off on it probably all you need to do.

FRANK GAFFNEY: Any questions? That was easy. Moving on. People who owe money put on probation.

KEVIN MONK: Still looking at that one. I don't have any conclusion, anything today. It certainly doesn't sound like a bad idea. We do need to do something to get a



handle on this to start collecting some of these debits that is being owed to us. I think we really need to do whatever it is that we can do that whether it's to put managers who owe on probation or whether to start having managers even on location gradually start to pay their inventory back. We need to do something to get rid of some of this outstanding.

JOHN BURT: How much is it?

KEVIN MONK: I really don't know. Last time I checked it was well over a hundred thousand owed to the agency just by a bunch of different managers.

JOHN BURT: That's not just site inventory for everybody.

STEVE DEBRUHL: Like your predecessor and a few. Is this supposed to be managers.

FRANK GAFFNEY: Basically like everybody. The rule is when you leave a location after six months you have to have it paid off or you're put on probation which has not happened. And even a manager who leaves and doesn't go to another location he's just being forgotten and they need to be put on probation and put in their record that they're on probation.

STEVE DEBRUHL: You're right. Its' understood if they owe money they can't bid on another location.

JOHN BURT: Whenever y'all set up a payment plan how do y'all come up with how much they should pay? Cause I can

think of a manager in Shreveport that's been paying 10 years probably.

MICHELLE DUNCAN: If you have six months it's going to depend on what you owe. Say you owe 6,000 and you got 6 months to pay it off you're going to have to give us 1,000 dollars for a month.

JOHN BURT: Once you put on a payment plan you're already on probation. It's after that. Cause I know one guy like I said paying 10 years on it. Is the payment plan 5 dollars a week. If you owe 50,000 dollars it's going to be hard to pay it back.

STEVE DEBRUHL: We don't have anyone in that range. One close to that. It needs to be substantial. But you don't want to put someone out of business. As long as they're make a good faith effort. We have a manager right now paying 100 bucks a month, made initial payment of 5,000 dollars. Making a very good faith effort. Other people chasing around for a 100 bucks.

JOHN BURT: I think what Frank's deal was at the time was that you've already moved to another location, you owe this money. You're not moving again till that debit is paid.

EMMA PALMER: Some of them is satisfied and they don't plan on moving anyway.

FRANK GAFFNEY: This is what it boils down to. It says you

have 6 months to pay it off. If you don't pay it off put on probation. And then when you follow the rules further if you don't live up to your probation then your license can be removed.

DON ARABY: It's already put in place. So what it sounds like to me it's something that needs to be enforced.

FRANK GAFFNEY: They need to get a written letter that you are on probation.

JOHN BURT: What we had discussed 12 months to 24 months. If you owe money and you haven't paid it back in 24 months then you lose your job. You shouldn't have took the money to start with.

SHELLY LEJEUNE: I might be wrong, but didn't we originally agree to get the attorney general to give us a helping hand.

STEVE DEBRUHL: We discussed that and we discussed it again. From a political standpoint I don't know if it's the best thing to be doing. I think we're better off doing it ourselves.

EMMA PALMER: Maybe another thing we can do like managers that's in business and working every day, cause I know of one we have now in the area, when they go out and inspect have a letter telling them this a reminder you do owe that back payment. They need a reminder to let you know you just keep working and coming to your shop, but it has not

been forgot about.

STEVE DEBRUHL: Probably been too easy as far as enforcing that.

JOHN BURT: I can assure you when blind people start losing jobs because they didn't pay their debit there won't be as many blind people taking money.

STEVE DEBRUHL: I belong to this list serve with other program managers across the country. Set asides. They were saying what happens if a manager is late paying a set aside. They fine them 50 dollars a week and if they don't pay it within a month lose your stand. Other states really crack down. We don't pay set asides. I don't want to fine anybody for sending paperwork in late. When it comes to the money that's the biggest thing that can cause us grief here as a program. We need to get a handle on people paying us back that's for sure.

JANICE FOSTER: I wanted to ask a question, when it comes to the program my location no longer cook I lost a lot of products and stuff due to that.

STEVE DEBRUHL: Talking about the post office going to the new place. Whatever your opening inventory letter says that's what you're going to be obligated to pay back. If you want to dispute that you can make the case and we can look at it. I think that's what Frank is talking about.

FRANK GAFFNEY: Whatever your inventory was you sold it and

got the money. You sold it and doubled your money.

JOHN BURT: And if you make bad decisions and cost you to burn it all up in labor and your waste, well that's all poor managerial skills. It's still on you.

FRANK GAFFNEY: I think we're still looking into whether we can do anything with the stipend.

EMMA PALMER: She had food in the freezers and was told not to cook. She didn't have another location.

DON ARABY: Are there managers that owe money that are receiving a stipend. Can't do it.

JOHN BURT: The reason is it's two different things. One is insurance. You can't take somebody's insurance away for that. Originally they did that.

SPEAKER: Is the stipend a reimbursement?

FRANK GAFFNEY: Yeah.

JOHN BURT: We're mandated. It ain't a reimbursement, it's a stipend.

STEVE DEBRUHL: Like John pays his health insurance and the stipend is to reimburse him for paying out of his pocket.

JOHN BURT: But the things that we will pay out of the trust fund is medical insurance, not reimbursement for a debit owed. It has to be for medical reason.

FRANK GAFFNEY: I don't think we were talking about taking that money John. Not get it until they pay off.

JOHN BURT: But Frank we still have to cover their medical

insurance. It's already voted in. That's a done deal. We gave up the state paying our insurance and you owed money then. There were still people that owed money back in those days. And but they had payment plans as long as they made payment plans they can still transfer. We seen that was a problem, burn up inventory and move.

STEVE DEBRUHL: Or retire. We have a few retirees I can think of that might owe us money.

SHELLY LEJEUNE: Let's get back to the basic. Do we have a plan for probation paying back after so many months and years you don't pay your get you license? Do we have all that in place.

FRANK GAFFNEY: It's in there.

JOHN BURT: We don't have a time limit.

FRANK GAFFNEY: I can't remember if it's time limit or not. It's got in there probation and then you get your letter of what you're supposed to do and if you don't comply with that then your license can be removed.

SHELLY LEJEUNE: If it's all there how about putting teeth in it and enforcing it.

JOHN BURT: You have to get time limits in it. From the time you go on probation till you're going to get the final letter, like your final notice that you're getting ready to be removed and lose your permit because of a debit that's owed. How much time limit do we put in

there. Most of them are going to do 12 to 24 months.

FRANK GAFFNEY: I don't think it's that long.

JOHN BURT: We could do it 12 to 24 months. We could even tier it depending on how much they owe. A large debit we could even tier it to where depending on how much they owe.

SHELLY LEJEUNE: We don't want to put people out of work, but we also want to recoup our money back.

JOHN BURT: Honestly, the way I see it, they put themselves out of work.

FRANK GAFFNEY: Basically we want managers to be good managers. To be a good manager you have to manage your money. Any other questions?

STEVE DEBRUHL: There is a level of discipline. So first you get a notice, we can send that out, and you receive a letter of reprimand. And then you receive a probation, a plan, a corrective action plan. After that suspension as outlined below. Give everybody the ample opportunity. If they refuse to set up a action plan go to D. It is outlined step by step in the tag manual.

JOHN BURT: It ain't going to take but one person to lose a job.

STEVE DEBRUHL: We do have managers that have lost their jobs because they haven't made any effort to repay. We have one that owes us money trying to get back in and made

good faith efforts. So I don't know if we should look at someone like that and let them get back in. Maybe that will inspire the other guys to start paying.

FRANK GAFFNEY: If you prove yourself then you look at exceptions.

JOHN BURT: Then you handle it case by case. You handle it case by case. If they want to come back in they been making payments for a long time they owe a bunch of money, you know what I'm saying. They're going to do it anyway. Come to the committee and we'll recommend it and see what y'all say. If there is guidelines give them some kind of inspiration to give us some damn money back.

STEVE DEBRUHL: That's kind of the catch 22 when you have a policy.

JOHN BURT: Remember it's a guideline.

STEVE DEBRUHL: It's based on a principle that you treat everybody fairly and equally. But if someone is making a good faith conscious effort to pay I would say they do that over a period of time maybe we could make the policy where you make a substantial payment, pay 50 percent back and you're on a real payment plan then you can bid on another location. But right now you're telling people you pay all that money back and then we'll let you get back in the program. There's no motivation other than honoring your word and paying your bills that you're going to do



that.

JOHN BURT: What I've noticed was some of the ones we got out now doing that they don't have the money to pay the money back. They can barely pay their bills now. That's not optional and then they can't pay the money back because they don't have a job. Like you said a catch 22.

FRANK GAFFNEY: But then we're back to the same thing. If they owe that much money they weren't a good manager and we don't need them.

JOHN BURT: There has to be some harsh realities. This is business.

STEVE DEBRUHL: You're saying current managers that owe money we should address that right away.

FRANK GAFFNEY: Yeah.

STEVE DEBRUHL: I don't think anyone that's currently employed owes an outstanding amount as opposed to those that owe. We'll work on that.

FRANK GAFFNEY: Next thing is inventory letter. That letter everybody should get an updated copy of what their beginning inventory is.

STEVE DEBRUHL: That's a challenge that we face. That's something we're going to focus on over the next couple of months. A perfect example when Leon passed away at city hall. He'd been there 15 years. Only documentation we would have had would have been a letter the RSMA written

to him and kept in his file. Kevin and I had a demonstration for aware software which Mark uses at LRS. They have a Randolph Sheppard function. It's a way to centralize all these documents so I could pull up and see what Frank owes. But right now those letters are kept in individual files of the managers and we don't refer to them unless something happens. It happened with Mr. Boman when he passed away. Only way we knew what he owed is because he told his wife what he owed before he passed. That's something we need to get a handle on. Boman got his original inventory 40 years ago. You go through his file. But he started 200 bucks back in those days. But apparently when we switched over from Tom's machines to our own vending machines everyone got an initial inventory for that. That's where that money came from that he owed. But Leon we couldn't find his letter. We found Terry's letter. He got 4,000. He started before Leon was there. Leon left 900 dollars in the place. I told his son we'll call it a wash. Start Terry at 4,000 dollars we would start Leon with anything less than that. We couldn't prove that. That would mean going after the estate for the balance. Again, kind of a wash. I think when you're dealing with federal funds we have to make sure we're on top of that. We're going to go through every file and find opening inventory. Most of these guys know. Shelly

probably had a good idea what he owed when he wrote that check. Go with the managers and go with that number. If there's a dispute we can go back and look on the 761 and what we paid for it back in the day. Everyone should have an opening inventory letter. Where it gets busy like with John we set him up with Delgado we took a credit instead of writing a check for Chabert then we apply that and did some other stuff. We have to make sure we're on top of things. If we're not we need to definitely be on top of it. Once we get all these letters we're going to put them in a central location. That aware software Mark spoke a little bit to it. They use that religiously for LRS. It's a good way to keep track of this program.

MARK MARTIN: There is a fiscal section, there's reports. Basically what you obviously put in there is what you'll get out. But it has the ability to scan documentation like the letters you're talking about. It also has the ability to notify you when somebody is out of, let's say when you talk about the probation issue it will automatically tell you there is a letter in aware. It's sent to that individual immediately. It's a case management system. It's how we do voc rehab. But it would be a lot-- I mean it wouldn't be as in depth as the voc rehab side of it. Aware is a great program. A lot of the agencies across the country we're combined agencies,

blind services and vocational rehabilitation. And some cases they're different like in Arkansas you have Arkansas Blind and Arkansas General is what they call. And so a lot of those are looking and we just happen to use aware. There is a couple of them out there that kind of do the same thing. And one is called lebra. It's a case management system for VR. But I think it would be a great investment for the program to get it on electronic system that's going to manage all the money and produce any reports you want real time.

STEVE DEBRUHL: These financial reports today that came from three different departments. Plus you could also make notes. Christina who's a blind counselor in New Orleans. When she meets with someone she types notes in aware. She can call that back up. She had a manager she bought all this equipment for and I kept send him a letter, I got your equipment. She would just make notes in that so when you go back and follow you never called me. I called you on this day, I sent you a letter on this day.

MARK MARTIN: It's documentation for us cause you can't keep up with 120 people per caseload or whatever. It's set up that way so even myself, Kevin has to use it when he's reviewing high cost plans for visually impaired and other assistive technology devices that we purchase. A

lot of times what the counselors have been doing now this is the age of technology they just take an email that's sent to them by the client and stick it in there. It doesn't go away. Here's what happened as a result of this. It's pretty good it keeps that relationship where everybody knows what's going on. At any given time I can go in there and pull your name up if you have a voc rehab case and tell exactly what's going on with the case. When the last time they talked to the client, when this was. But the budget part is what's really good. Keeps up with expenditures, authorizations. So anyway, it's something to consider.

FRANK GAFFNEY: Also added to that I believe, each manager when he takes over a location should be given a copy of his equipment inventory. Know what he's responsible for. Not come back four years later RSMA or somebody looking for equipment and you say what equipment.

MARK MARTIN: Yeah, and you got different personnel. Might be another RSMA there.

STEVE DEBRUHL: That's what's good about this aware system. When you lose RSMA instead of Michelle having to go through files and look for this she could just pull it up on aware. Something we're looking forward to. Waiting on prices from them. I think that will help us streamline a lot of what's going on. But as far as equipment inventory

there's no problem with that. I will say for the last three years a perfect inventory thanks to Nathan and RSMAs keeping very good track of where everything is. We found 100 percent of the items. That first year I came down here I didn't know what I was looking for. We got everything straight. Nathan's got the inventory. We got a lot of vending machines thanks to Frank. I have machines ready to go. We've surplused a lot of stuff we're never going to use. We're pretty tight as far as equipment inventory is we know what's going on.

FRANK GAFFNEY: Any other questions. Avondale. Just an update.

STEVE DEBRUHL: I talked to Eric sent me an email. They have the steel frame in the ground and looking to open spring of 2019 at this point.

JOHN BURT: Next year.

STEVE DEBRUHL: He said 19. He said they're about a year behind. I asked him to check on that this morning. It's happening, but it's happening slowly.

FRANK GAFFNEY: In that same area the school of nursing they still on hold for that slab they were supposed to put in, is that right. One of the Delgados they were supposed to put in a slab, move that trailer.

STEVE DEBRUHL: West bank.

JOHN BURT: That ain't school of nursing. They don't know,

they got a new CFO. Till he gets his feet wet he don't know if they're going to allocate the money anyway.

STEVE DEBRUHL: John's doing a good job with the vending machines. How are those machines doing?

JOHN BURT: You can do them twice a week. They're doing about 1800 2000 a week now.

STEVE DEBRUHL: You got two snacks, west bank.

JOHN BURT: Yeah, there's one at the back of the chapel and one up front, call it the library. The thing I like about it the most they have somebody that takes care of the refund. They had a lady at the west bank guy said he lost 5 dollars she said I ain't never going to refund 5 dollars. I started laughing.

FRANK GAFFNEY: Any other questions. Moving on to new business. Budget.

MARK MARTIN: Good morning ladies and gentlemen. It's Mark. The balance of the budget right now of the blind vendors trust fund 785,472.18. Now fiscal hasn't funded any expenditure in state fiscal year 18 yet. We have what's called you have a state fiscal year which traditionally runs from July 1st through June 30th of the next year. We just ended one, but they have what's called the 16th period. That allows fiscal to get all of the payments that we have outstanding, get all the basically fiscal year 16 closed. And they have done that. And so

we have a nice balance in the trust fund. Obviously we're fixing to take our stipends out of the trust fund. You're going to see a significant little hit there.

KEVIN MONK: They actually started coming out last week, beginning of this week.

JOHN BURT: Pays to do direct deposit.

MARK MARTIN: That's outstanding. That's not new business then. But I do want to talk briefly when I'm talking about the budget and I want y'all to seriously give this some thought. There is, as most of you know, if you don't I'll let you know now, there was a state representative last session that came up with all statutory dedicated trust funds swipe them all across the board. And if that were a situation where we thought they were going to take money out of the blind vendors trust fund there is some steps we kind of just go through exercises what we would actually do, what are some of the things, in other words reduce the trust fund where they're not going to take the money. I will give you an example. And this is just an example. Everyone knows that we have the medical, university medical center. And you know that gives us great income, we're able to match that money. Gives the program stability. But if it came down to it between them swiping us why not take that property and give it to a vendor, you know what I'm saying. And so those are the



types of scenarios we need to come up with, but we got to have you there at the legislature because she's coming back. She was new and I cannot remember her name. Cause they have like a 300 billion dollar deficit to fill in state government. Although I think it's going to be a while on the oil industry I can't predict the future, but we're running at a negative at all times and in terms of our government. It's not going to be an easy fix because if you're not doing that you're raising taxes. And if that chance comes up in the legislature we'll keep y'all posted totally on it. Cause it's going to come back up. And they basically there's different types of funds, like trust funds for example, and you have different categories. Some funding sources are called stat debits are basically there because they raised the money themselves. Let me give an example of that. Kevin help me out. Traumatic head and spinal cord injury trust fund is additional fees imposed upon individuals that get DWI convictions, reckless operation of a motor vehicle and speeding. All the parishes have to give a certain percent to the traumatic head and spinal cord injury trust fund. That's how they generate their own money to run the program. They don't get any state general funds. That's how that program is run. It was a law that came out in 1993. But they can do away with the law. They came out

in 1993. A lot of states do it. But that's an example. And they have swiped that account before. So we have to just keep an eye on it, keep watch on it because from a legislator's point of view you have 700 grand sitting in a bank account. That looks good to them. So anyway, I won't beat a dead horse. It's coming and we're going to have to fight trust me on that.

JOHN BURT: So we need to get a plan to where we don't start dispersing vending locations if it gets to that.

MARK MARTIN: If that was the case then we would have to all get together and figure out what we're going to do, how we're going to protect what we need in there. They can't take our federal money.

JOHN BURT: In other words, anything coming from Fort Polk or federal locations it stays. But then we can't pull down the federal match with federal money.

MARK MARTIN: Exactly.

JOHN BURT: I'm thinking it might be better to give away the federal money and bring all the state down.

STEVE DEBRUHL: Any money that's generated from a 3rd party federal location can only be used what's outlined in the Randolph Sheppard act. If anything we should try to increase our federal 3rd party locations to get more federal money in the trust fund and decrease our state generated 3rd party locations.

JOHN BURT: But we need the state funds to pull down the federal.

STEVE DEBRUHL: Whatever money in that trust fund that's where we get the federal match. So the trust fund is made of the federal dollars we'll still get the federal matching dollars.

MARK MARTIN: You can't match federal money with federal money.

JOHN BURT: Blackstone is kicking in 10 percent of whatever they're making can't we use that money to pull down federal match. Cause that ain't federal money.

MARK MARTIN: The answer to that question is yes.

KEVIN MONK: The difference is to add to what Mark was saying it's a difference between in the eyes of the law, from what I'm told, between a trust fund and what they call fees and self generated. According to the definitions it appears that the blind vendors trust fund falls under the fees and self generated. If it's under the fees and self generated that means if it's successful coming up in the legislature then essentially at the end of the year whatever's there can be taken and put in the general fund for the state.

JOHN BURT: In other words they can just take all of it.

KEVIN MONK: Yes. If it's fees and self generated. With exception of federal.

JOHN BURT: If we're in set aside they can't do that.

MARK MARTIN: Whereas what you're saying the vendors put.

KEVIN MONK: That's a good question. But the restrictions on the set aside money are essentially the same as federal money.

JOHN BURT: It's definitely a problem cause they're going to dig it out.

STEVE DEBRUHL: The last round of vending machines we bought was 2006 most of the machines we have. That one's been refurbished over there. David sent out a bid to different vending machine companies so we're waiting to get that back to get a price to buy vending machines. So we're going to try to get a new supplier with a new contract and upgrade the machines we have and spend some of this money. Cause we're doing well. It's hard to spend that money when you only spend 20 percent.

JANICE FOSTER: Did you ever look into the location like the system I had the iPad whatever, the square, the iPad with the square really quick system 30 seconds you be finished.

STEVE DEBRUHL: Yeah, we're going to buy new POS systems for everybody. I would rather us spend the money on ourselves than the legislature spend it on somebody else.

FRANK GAFFNEY: We're going to be looking at machines when we go to this next convention.

MARK MARTIN: Also think about aware. That would be a great investment.

STEVE DEBRUHL: Also applies to the federal matching funds. Whatever cost 20 percent of the cost. Let's spend the money on ourselves. Let's spend some money refurbishing locations up in Shreveport.

JOHN BURT: I got a good idea. Why don't we have a training session in Las Vegas. All expenses paid.

FRANK GAFFNEY: Any other questions on that? Next thing is stipend with good news. That would be Steve.

STEVE DEBRUHL: Thanks to Shawntay she's got every piece of paperwork she's gotten back we've entered into the system. So people are getting paid. I think we're up to 65,000 dollars in expenditures to date. I had one manager got hung up because I thought they were set up in la.gov site. La.gov website. Any vendor has to be set up in there before they get paid. That seems to been the only one caught up. There have been a few managers who address the paperwork got sent back and we're trying to get that in their hands. I think we're ahead of the game from where we were last year. We can't put the paperwork in until we get the paperwork back. As soon as we get it, not waisting any time on it.

FRANK GAFFNEY: Next item, new RSMAs.

STEVE DEBRUHL: I spoke last time Javan left to go to DC.

We posted an ad on civil service website. About 49 people applied. I told Mark once I cut out all the engineers and PhDs and the people who used to make 80,000 dollars a year we got it down to about ten people and we interviewed five. And we have a few Kevin and I interviewed five different people. We have a few prospects. We haven't made a decision on that yet. But the opportunity to hire somebody at the state level sometimes is nonexistent. I think we're going to move forward and get somebody in place. Michelle is doing a good job in Baton Rouge. We want to help her out. That's pending right now.

FRANK GAFFNEY: Next on the list is long leaf.

STEVE DEBRUHL: Long leaf canteen in New Orleans they do a lot of 3rd party for us down there. Long time company run by man and his sister. He passed away and the sister tried to run it and she decided to get out. Also the canteen services franchise. Refreshment solutions actually bought long leaf about a month ago. All the long leaf locations are now refreshment solutions locations. Spend a few things off they had a place in Baton Rouge, in Shreveport, and Houma. They got rid of that. They're now the canteen franchise for New Orleans and Baton Rouge. Everything we have in long leaf now goes to refreshment solutions.

JOHN BURT: Do we have a clause in these contracts that

they're nontransferable contracts. Because do we have a contract signed with refreshment solutions. Basically long leaf sold their locations and their boxes and stuff using our name and our locations.

STEVE DEBRUHL: I sat down with them. We went over all the accounts we have in common. Right now just continue to get paid what we're getting paid from long leaf. I was usually getting more from them than refreshment solutions. Any of these agreements we sign all have 30 day outs. So we could cancel, here is your 30 day notice, and put it out to bid. The problem is when they consolidate. They have been aggressive the last couple of bids, refreshment solutions has. Always better, that's a problem when you have a monopoly. They're not a monopoly, but close to one. They're the only bidder they can bid what they want to bid. Again, that's a location you can perhaps take from being 3rd party and spin those off. We have a good relationship with refreshment solutions and they do a good job where they're at for us. Very detailed with their commission statements. A lot better than Pollock Federal Prison. Show you each machine and what each machine sells and your commission from the sales. They have to go through a lot of hoops to try to be deceptive. I feel like we're getting a fair return from those guys and they're accounting it well.

FRANK GAFFNEY: Any other questions? New managers.

STEVE DEBRUHL: Tony is here today. I didn't realize.

Tony just graduated from his OJT. He took a tour of the post office yesterday. We have Sandra Jones who is a new manager from New Orleans. She graduated. Did her on the job training in New Orleans. Mark signed her license and sent it to her. We have Hasan new to the program, finished his 30 day assessment at able. Did really well. He had worked in fast food. He ran Hardy's hamburger chain. He has a lot of food service experience. Laronica Coleman. Laronica stand up. She is our new manager. Started 4th week of on the job training. Where are you working at, with Shirley B. How is that going? Welcome. Then six weeks somewhere else and going back to the great white north hang out with Frank. We have Michelle interviewed a young man I think like 19 down there for an assessment right now. William. That's where we're at with the training. Some good people coming our way.

FRANK GAFFNEY: Next thing on the list, update on Harvey.

STEVE DEBRUHL: When I first started working here a while back I met Ryan Smith, gone blind later in life due to a car wreck. He got his license and bid on a few locations and then he had to go help his dad. But he did bid on the Harvey location and he's now the operator for the vending machines over there. We have seven machines. But he's



been doing a very good job. Got his son lives in New Orleans. His son works with him and drives him over there. We refurbished Harvey too. They shut down the snack bar. We had to remove all the equipment. They re sheet rocked the wall and retiled the floor and the machines are all set up. He's on the case and he's doing good.

FRANK GAFFNEY: Next thing, which we would talk about a little while ago trying to get more federal money coming into the trust fund, is the possibility of vending locations on federal property, federal and military property. Which Steve has been checking in to on how do you do it.

STEVE DEBRUHL: The Belle Chase Naval Air Station is located going down toward Venice on Highway 23. They sent out, they have the navy, then they have the navy has their own type of similar to the VA, their own operation. They put out a bid. Used to have a kitchen there that someone else ran that they ran themselves, put out to bid. Like anything else they want a percentage of the action, they want national name brand in there. So my first inclination was just to say thanks but no thanks. But I did a little research and talked to that by law whether we do this or not we should still have the vending machines on the property. By law they should give us a vending

machine on any building that's been renovated since 1997 has over a thousand square feet. So they do have vending machines that they're running themselves out there. But send a letter to the commander of the base saying we would like to have the vending machines over there and they're going to probably tell us to get lost and have to apply for a permit. So we're going to do that and it's going to take a while, but trying to get the vending machines over there. If that works out there we're going to try to do the same thing at Barksdale. Again, you're dealing with the navy and the army. They want it themselves, but we do have priority. The priority does exist on military bases. Might take legal, might take litigation, might take a couple years. We start the process on that.

FRANK GAFFNEY: It's all slow, but it has been working. I know Steve has been getting all the information from different sources on what you have to do to go through system properly that they just can't kick us out right off the bat.

STEVE DEBRUHL: That place is huge. They have 6500 people in that place. It's like a city. They have a hotel, bowling alley. But the marines are over there, coast guard over there, Louisiana National Guard over there. I think that would make it state property. I'm pursuing that at a different angle.

MARK MARTIN: I think what happens with that facility is that like all over the state when you're like in the navy reserves a lot of them have to go down there to do their weekends. And so that place rolls at any given time.

STEVE DEBRUHL: A lot of people that work in federal city actually live over there on the base. Houses, like neighborhoods. The place is huge. They do have housing over there. They have a school for the kids, part of Department of Education.

MARK MARTIN: Since you mentioned federal city I want to go ahead and tell everybody where we are and congratulate Herb. He is officially at Fort Polk working. He's ready to get out of federal city. The reason this was a perfect time for the meeting because I wanted to wait and talk with the EC about federal city. I want to hear your recommendations. Because from an agency prospective we're going to prepare the bid letter, send it out where everybody gets the bid letter at the same time, very transparent through the process so we don't have any problems. And we just bid out the post office so it's on the horizon, but this gives you an opportunity to, I would love to hear any recommendations, any comments, concerns anybody has.

FRANK GAFFNEY: Definitely site visit.

MARK MARTIN: Definitely. It's going to be just like any

other one.

FRANK GAFFNEY: Like Fort Polk they didn't do a site visit.

It definitely should be a site visit.

JOHN BURT: It's just a little more getting in there. Once you get in there you're good.

MARK MARTIN: We're ready to go ahead and get that bid out and we'll come up with a selection committee.

EMMA PALMER: Mark even when they come for a site visit they still have to get clearance. That need to get on the bid sheet. Don't waste their time.

STEVE DEBRUHL: If you can't get on the base you're disqualified. If you show up and they won't let you in the gates you are disqualified.

EMMA PALMER: But if you put it on the bid.

JOHN BURT: Frank had a good idea. I think how much you have to pay for liability insurance ought to be put.

FRANK GAFFNEY: Only be a few months before it's due and if people don't realize that you have to be able to plan for that. I think that's 3900. The new one is coming in December. The remaining will, the new policy won't.

STEVE DEBRUHL: Is it your goal to be out there by January.

JOHN BURT: He got 28 days.

HERBERT READO: Anybody that comes in, used to be you came to visit they didn't do a background check. Now even to come on the site you have to do a background check.

KEVIN MONK: We do that for all the federal locations especially we put it in the bid announcements. This is a federal location and there will be a background check. It appears to me the background check that some federal locations like the military does may be a little more thorough than some of the others. The background check is when you become the operator even if you came on just a site visit there is going to be a background check.

JOHN BURT: If you got any flags on you you ain't getting in there.

HERBERT READO: That background check may be an hour, 2 hour long.

JOHN BURT: I can't imagine anybody want to break in a place with 1500 pissed off marines.

EMMA PALMER: No way to submit the names ahead?

HERBERT READO: No. They want to see you.

STEVE DEBRUHL: That would also include any employee you have working for you. They're going to have to be checked.

FRANK GAFFNEY: Any other questions.

STEVE DEBRUHL: Let me say this too. We have an opportunity that we talked about, Kevin and I, we got approached by Lallie Kemp to reopen the snack shop we had over there. There was a time I guess Jeff was there, he left. Buck was there, Buck left and Jeff took it over.

He left after he ran it in the ground basically. We tried to put it out to bid at that point in time and no one bid on it. We turned it over to refreshment solutions. They handle the machines and we closed the snack shop.

Hospital also has a cafeteria there. That was part of the issue they were serving lunch to the employees at a discounted rate and the cafeteria I think was 3.50 4.00 for a plate lunch. They decided to get out of that. They are no longer providing food to anyone other than patients. They did about, he told me about 55,000 dollars in sales in the cafeteria last year. They want to know if we want to come back in there. Part of my idea is we're getting good money right now from the vending machines. If we had someone to go over there, but it's in Independence which is kind of out in the middle of nowhere. Kevin and I thought about putting out a bid and see if anybody nibbles on it. If that person goes and decides they're not doing it and they quit and we're back where we started again. I wanted to get the feel of the committee if we should move forward with it or should we just.

JOHN BURT: I say put it out on bid and see what you get. If you don't get nothing you ain't no worse off.

FRANK GAFFNEY: One thing too there is no equipment in the building.

JOHN BURT: You done told me you fixed all of it in the shed.

STEVE DEBRUHL: Everything we had there before John like we have no refrigeration. It's been shipped somewhere else. Probably about 25,000 to build it out.

JOHN BURT: We don't have the equipment in the shed. I don't know then. Do good to make 25,000 the first year.

FRANK GAFFNEY: No refrigeration. I didn't see any auto fryers.

STEVE DEBRUHL: There's no equipment there whatsoever with the exception of a vent hood.

DON ARABY: You said the cafeteria made 25,000, sold, sales. What about the vending, what do you think total.

STEVE DEBRUHL: The vending right now because it's being serviced is doing well, probably about 2500 a month out of the vending machines.

SPEAKER: How many people or employees around there?

STEVE DEBRUHL: They said they see a hundred thousand patients a year there. Staff probably about over 3, I think 325. They have about 400 people, nighttime shift. So during the hours of the snack bar open for breakfast and lunch about 320 people that are onsite. I don't know if you guys have ever been there they have the hospital and it's kind of set back way off the property. It's not easily accessible unless you know where you're going.

FRANK GAFFNEY: Another one of those deals if it's raining there is no shed between the hospital, no cover between the hospital and the snack shop.

STEVE DEBRUHL: Chabert is a lot closer. Think about where your storage shed is and go back about 200 feet from where the main building is.

FRANK GAFFNEY: And the bathroom is in the main building.

STEVE DEBRUHL: The last time the guy came out inspected the fire system said it's out of date. It would need to be replaced or upgraded. Another additional expense.

JOHN BURT: I say we leave it like it is.

EMMA PALMER: Especially since right now we're trying to see what to do about LWC. Maybe put that one on hold.

STEVE DEBRUHL: If it was in downtown Baton Rouge I'd say let's say go for it. Where it is it's hard to get to. I know I talked to Janice she's the only one that expressed interest because it was close to Walker back in the day.

FRANK GAFFNEY: Until Jeff talked her out of it. Any other discussion? Healthy vending.

JOHN BURT: Can we go to the bathroom before y'all start that. They have steroids in carrots and onions, all this other crap so which way do you go. They are going to make us do it anyway.

STEVE DEBRUHL: I have an executive order from our Governor John Bel Edwards in a nut shell. Whereas Louisiana ranked



50th in overall health in America's health rankings whereas agencies collaborating with each other and their valued employees to improve the health of all state employees and reduce health cost is important to our success therefore I John Bel Edward governor of the State of Louisiana do hereby order and direct the Louisiana Division of Administration shall create and implement a standard of healthier foods and beverage in all vending machines on property owned or leased by the state with an effective date of January 2018.

JOHN BURT: All that's going to cut down is how many products you are going to sale.

STEVE DEBRUHL: DOA shall promulgate any rule, regulation, or policy by March 1st of 2018. All state agencies shall be implemented by July 1st of 18. They have to be in compliance of July 1st of 18. They instructed Division of Administration to set up the guidelines. So Kevin and I have been talking with them. We actually have a meeting next Friday at Department of Health and Service. Frank I want to invite you as well. They haven't gone anywhere as far as making the rules yet. According to the order says in compliance with GSA, National Alliance for Nutrition Activity, or American Heart Association. Along those guidelines. I'm talking to them they're pushing toward the GSA standard. Which would benefit us in the fact that

only 25 percent of the items, according to the GSA, fit the criteria of healthy vending. Limit our 25 percent of the machine to healthy vending. That's a standard we've been doing, long leaf does it for us and refreshment solutions at the federal location. And they seem to be doing okay. Other states have 50 percent healthy vending. The American Heart Association guideline calls for no candy bars. So what we're trying to do is push them as low as we can go. GSA seems to be rounded up.

FRANK GAFFNEY: GSA is very close to fit pick. Which a lot of the states are handling.

STEVE DEBRUHL: Snacks must be less than 200 calories. Calories from saturated fat less than 10 percent. And no trans fat. And sodium less than 230 milligrams. There's a lot of items that fall close to that category. We certainly want to honor the administration. But I don't know who's going to be the vending police. Like us we go out there and look. It's a standard that's being developed. It won't take effect until July of 18 so we got some time. We're at the beginning of it. We're at the table. We're going to push as much as we can to get the lowest possible percentage we can.

JOHN BURT: If all these states are doing this then as manufacturers are trying to give us these healthy options. I really don't give a rabbit's ass what they buy as long

as they'll buy it.

STEVE DEBRUHL: That should be our situation. We want to make profit and that's what we're going to try to explain to them. The way you do that is avoid spoilage. You can have an item, but when you have to buy it by the case you have to sell every item in the case to make the money. Frank and I have been talking to them for quite a while. What happened was Heart Association themselves went got a lobbyist after the session and appealed directly to the Division of Administration themselves and back doored us on that.

FRANK GAFFNEY: This was American Heart Association got the lobbyist and went to all the governors. They couldn't get it through with the laws so they went to all the governors to get this dealt up.

JOHN BURT: How long has he been in office. That's how long he's got left too.

STEVE DEBRUHL: His order says we have to do it.

SPEAKER: Who y'all set up a meeting with?

STEVE DEBRUHL: The meeting is with DHH, Department of Health and Hospitals.

EMMA PALMER: The ladies that Frank had the meeting.

STEVE DEBRUHL: Couple of them are there, also the Division of Administration which is Jay Dardenne's office. They're the ones charged in the order to develop the rules.

JOHN BURT: I would just like to know have a list of things they're going to accept.

FRANK GAFFNEY: They won't give you that. They give you a guideline.

STEVE DEBRUHL: Frank sent me the fit pick catalog. Eleven pages on the order sheet.

JOHN BURT: I'm just saying we need to develop a shopper's guide. Some of this crap I don't care what you did, you could put women with bikinis they ain't going to buy it.

EMMA PALMER: Those ladies in the meeting they were in agreement with the stuff we did bring.

FRANK GAFFNEY: Is that lady from Tulane going to be there?

STEVE DEBRUHL: Yeah. It's going to be next Friday.

LYNN BLANCHARD: So do they also hire people to be vending machine police to go and enforce?

STEVE DEBRUHL: I don't know what the enforcement is going to be.

JOHN BURT: What I think is funny because now with healthy vending right outside the cafe we got to put in all this healthy food while I'm selling fried food with hamburgers and all this other crap.

FRANK GAFFNEY: The next item is Jefferson Parish which is Pinky. And I can tell you this Jefferson Parish has already cracked down. They were one in the 50 percent in the healthy vending, but they're even determining where

you put it in your machine and what you charge for it.

JOHN BURT: They're a non priority location so if you don't do it.

STEVE DEBRUHL: They're changing the ordinance. We are there by ordinance and they're changing it to reflect this. Rocky is on the case. The people of the parish they really like Rocky, Pinky. Also going to affect the location where we're not, the boat launch. Every other parish on property. There's other locations at the ball park and everything else. A lot of people affected by this. I try to push them off, let's figure out what the governor is going to do so we don't step on each other's toes but they're moving forward with it.

EMMA PALMER: We need to have managers come to those meetings and talk to them. Let them see a live person.

STEVE DEBRUHL: Talking about the state meeting. It's going to be at DHH on the 9th floor. They sent me an invitation. I will respond to them I want to bring more people.

JOHN BURT: I can tell you something that's true, and I would love for them to do a test to find out, but Ochsner is pretty big down in there. When they transferred over to Chaberts they wanted you to sell the sugar stuff more expensive than the diet stuff and it still didn't slow it down. If you want a coke you're buying coke.

KEVIN MONK: The bottom line here is healthy vending is a move that's sweeping the nation, coming across the country. It's happening, it's here. There's nothing we're going to do to stop it. What we need to do is get on board and help drive this thing the way we need it to go.

JOHN BURT: But Kevin at the same time, and I understand what you're saying, it's the availability. Cajuns will eat any fricken thing. We found food in a rock. We will eat anything as long as it tastes good. If it's healthy makes you feel better. But we can't get access from Vistar or Sam's which is where all of us are probably buying our products from. If they don't carry it the only healthy vending you can do is leave it empty.

KEVIN MONK: We've made the points John.

FRANK GAFFNEY: The one meeting we got with the ladies there and we told them to go over to Sam's and find stuff to fit the category. They came up with granola bars and a couple other things.

JOHN BURT: Where does refreshment solutions get theirs.

FRANK GAFFNEY: You can buy it, but the healthy people ain't going to tell you what they are. They're just going to give you the guidelines. We got a list of things, a list of products that fit the fit pick program from Vistar.

KEVIN MONK: The other thing y'all is that refreshment solutions is spreading theirs out over 500 machines.

FRANK GAFFNEY: Some of these things it would be to our benefit for managers to get together and split some cases. That can be done. If you have a place two or three vending machines if you buy 150 something in a case you're out of luck. For people who buy the juice from coke, 16 ounce juice, not on the list. 11.5.

JOHN BURT: They will do it and charge the same price.

SPEAKER: For those of us that have a snack stand are we still allowed to sell candy and chips and drinks in it.

MICHELLE DUNCAN: Only affects the vending.

EMMA PALMER: Jefferson Parish started and works well for them they're going to move on down.

STEVE DEBRUHL: Their motivation and our motivation are different. We want to be in business, make money and stay in business. Sometimes the best way to get along is go along.

FRANK GAFFNEY: Next thing on the list is credit card training.

STEVE DEBRUHL: Again, that's part of our training this afternoon. Every machine we should all try to move toward getting credit card readers for each machine. Every manager that has them found to increase profit and productivity. I have all the sales pieces from the

company we're dealing business with. The state will buy the equipment for you, will install it for you. Price your items where you can charge more for credit cards. So really should be no reason why you don't have a credit card reader on your machine. Get all of our machines.

FRANK GAFFNEY: John told me his business went up about 40 percent.

STEVE DEBRUHL: He has a younger crowd. What about you Frank?

FRANK GAFFNEY: Mine it increased about 30 percent of my business is credit cards. Credit card system also takes the Google pay and the Apple pay. They can use their phone to buy it. And different systems on there too.

SHELLY LEJEUNE: The new system the one I have is interactive and it's 8.95 per car reader, but you can put all the ingredients on it. Plus if someone has a problem on the machine they can put their information and you get an email right away. You know what machine it is and everything. They leave their phone number, name, and all that stuff.

FRANK GAFFNEY: Shelly's would be one of those ones they continue the federal process if you have 20 or more vending machines, including soda machines, then you're required to have that calorie count.

STEVE DEBRUHL: That will also pop up and tell you what's



in that bag of chips.

SHELLY LEJEUNE: We're working on getting everything down so the US Technology can load it on the machines.

FRANK GAFFNEY: This morning I got up and looked at my email. I called my grandson, I have a machine that didn't report. That means I have a problem. Otherwise I wouldn't have known about it until I got back. I love it.

STEVE DEBRUHL: Cost involved, opportunity cost. The opportunity if you didn't go back and repair that machine till tomorrow or the next day that's three days of business you were not going to get. The fact that you knew about it, had your grandson go over there you had that opportunity to make the money.

FRANK GAFFNEY: And the cost for it, the reports you get will have everything broken down exactly what it cost per machine, what you collected in the two tier system, what you paid out. Everything is reported. And anything you pay is all legal deductions on your forms.

SHELLY LEJEUNE: It actually gives you every credit card name and the time and everything.

FRANK GAFFNEY: I have had them going on four years, I have yet to have a charge back. The next thing is Buck. And this was to Mark Martin.

MARK MARTIN: Mark Martin doesn't know the first thing about it.

FRANK GAFFNEY: I put your name down it would wind up going through you anyway. What this is we feel as a whole committee that that bill still giving Buck should not be there. Talk about going by rules, if anybody can show me an inventory when he signed to take over something he never even knew about then how can you bill him when he never knew about a thing about this inventory at Fort Polk. When he took it over by the rules there was supposed to be two RSMAs took an inventory. Nobody. And then when he leaves all of a sudden he's given an 80,000 dollar bill and can't bid on a location. We would like an answer. It's been long enough.

MARK MARTIN: Mr. Chairman I will investigate this.

STEVE DEBRUHL: What specifically is the question?

FRANK GAFFNEY: If they are going to eliminate it from his record.

MARK MARTIN: So the question is is the SLA going to eliminate debit from Buck's satelliting the Fort Polk location after Mr. Gene Braud passed away and Lee took over.

FRANK GAFFNEY: There was never an inventory done.

DON ARABY: I don't know how they can hold him accountable. More seriously he received a letter said that he could not apply for Fort Polk because he owed this debit. I'm thinking the agency is lucky he didn't file a

discrimination suit.

EMMA PALMER: Especially when he didn't have a walk through to know what the inventory was in the beginning anyway.

FRANK GAFFNEY: This came up before and I don't know where to find the minutes for it because it was so long ago. We brought this up before. The state made the decision that Buck could go ahead and bid on something. I think it was DOTD coming up. And the state came back and made the decision yes Buck could bid. But then as Fort Polk came up, no Buck can't bid. The state changed their decision. We need something. If we need to file some kind of deal on it or whatever we need. We just feel this is unfair to Buck. Buck will probably never put in for another location, but it shouldn't be there.

STEVE DEBRUHL: We'll get with the administration and a letter from the legal department. That was a decision made by others. The only manager we have on that program currently is Alex George in New Orleans. Apparently they found termites in the courthouse. That's put them about eight weeks behind time. But originally try to open in September. So looking more like to the end of November before he gets back open again. He's currently being based on sales received a check from the trust fund for around 800 bucks a month. Our buddy Paul Hebert his time expired so he's no longer available to receive a check.

And Earl thank goodness got open again. How is the new place working out?

EARL HEBERT: Real good.

FRANK GAFFNEY: The pictures I got looked real good.

STEVE DEBRUHL: That's another one of those things we need to be mindful of going forth.

HERBERT READO: Why is Mike not getting any assistance?

STEVE DEBRUHL: Mike still has machines he's servicing. He has seven machines. That was one reason we talked about the Lallie Kemp him possibly taking that location over. It's about an hour and 20 minutes from his house one way. Upon further reflection he didn't want to do that. He wanted to go somewhere New Orleans or Baton Rouge closer to him. NASA's still kind of in limbo. The building that the vast majority of the machines is we were able to get we still have four machines remaining in there. We have two snacks, two drink machines that belong to coke that are in there. All purposes level that building because of the asbestos in there. I tried to get him a storage spot on property. They haven't been able to locate anything. That building that got contaminated was the heartbeat of that campus. But Mike he's wounded, but he's not out of business.

HERBERT READO: Even with the seven machines no volume.

Having the machines and not no volume.

STEVE DEBRUHL: The assistance program the way it's written you have a definite close date and a definite target opening date. We don't have an opening date for him.

JOHN BURT: I heard there's going to be machines out there that I guess refreshments solutions is doing now right. Why don't we pull them out of the trust fund and make it a location?

STEVE DEBRUHL: We talked about that, but legally we cannot do that.

JOHN BURT: I don't have a problem with him going out there and going to work.

KEVIN MONK: The issue potentially with that is storage. If they will give us storage we might be able to have a serious conversation.

JOHN BURT: If I'm out of work like Mike is I'll go get me a fricken rent shed if that's what it takes to put stuff in it or get it delivered somewhere else. Especially if they got money like that out there. To me I was told the commission check out there was going to be as much as he was making out there working. So imagine what you're going to make without it working. We got a shed out at southeast medical center. Which really ain't that far away. I don't know where it is and where he lives.

FRANK GAFFNEY: We can't use that. That property, the shed is still there. We can move the shed. NASA is not giving

a place to put it. NASA is not cooperating at all.

STEVE DEBRUHL: That's a solution we talked about switching machines from trust fund over to Mike. But that kind of goes against what Mark was talking losing the federal 3rd party as opposed to state 3rd party. That's a decision we can make I guess. I know Mike is hurting. That's why we explored Lallie Kemp. That might be something for LWC doing that, bring that back. Thing is we're right on par. We don't have a deep bench. We don't want to have facilities where no manager goes to cause that's a problem. Don't have a bunch of managers with no facilities. But right now we're pretty static. Even though Mike does have this facility he's not making the money on it like he's making before.

FRANK GAFFNEY: Next item, upward mobility training.

STEVE DEBRUHL: Start at 2:00. Michelle is here with her handouts. The letter was sent out was mandatory for all Baton Rouge area reps. So everyone in Baton Rouge should be here today. And anyone else who is coming to convention welcome to sit in. Also going to emulate this in New Orleans. Eric is coming to be a part of the training. We're going to do it in New Orleans and Shreveport as well and Lafayette. Do all that before the end of next month. We have to do our federal report.

FRANK GAFFNEY: Next item is replacement for Lee on the

committee.

JOHN BURT: I make a motion we give to Herbert Reado.

STEVE DEBRUHL: Did Lee resign?

FRANK GAFFNEY: He's no longer eligible. He doesn't have a location. I appoint somebody and then at the same time y'all have to send out the letter just like we do on the other situation.

JOHN BURT: Ain't the next election next year in May. I think when it was less than a calendar year you appointed and they do a new election at that time.

STEVE DEBRUHL: Is that what we want to do, appoint someone?

FRANK GAFFNEY: Yeah. If the committee's in agreement I want to appoint Herbert Reado.

{committee agrees}.

STEVE DEBRUHL: We'll work on that for you.

FRANK GAFFNEY: Any other discussion on that? Moving right along. Next thing is open discussion. Anyone with open discussion? One thing in new business, assuming everybody knows about trying to take the rest areas, federal government, and turn it over to the state to privatize. And all the organizations are fighting it. There are some websites you can sign on to and put in your opinion. It's under Trump's backing it. Blast they're having a large discussion on it on what they're doing. But everybody

needs to know that. Nationwide talking about 400 vendors losing their job. I can send you an email. You click on where it tells you and takes you to it where it has a letter already made up and you sign up and put in your information or you can put in your own comments. I already sent to our two senators and House of Representatives my personal letter then I attached the form letter with it. I got no response, but I sent it in.

STEVE DEBRUHL: Call them up. They track those phone calls. I will urge y'all to go ahead and do it. We have to be careful what we do as employees. You guys I urge you to call your Congressman.

FRANK GAFFNEY: Y'all can supply information. Next thing is subcommittees. Budget, Shelly.

SHELLY LEJEUNE: Well Mr. Martin went over the budget. If there's more he can inform us.

MARK MARTIN: I presented that earlier to the committee.

FRANK GAFFNEY: One thing I heard, and I don't know if I heard it right, it was on the news in Shreveport in 2019, either 18 or 19, Louisiana is not going to have any money to put in for federal matching dollars for the highways. Constitution and bylaws which is Lee. So Don. Which we already took care of. Inventory which is Janice. We already discussed inventory also. Location merger which is Shelly.



SHELLY LEJEUNE: Right now I don't think we have any location mergers, correct.

FRANK GAFFNEY: No. New facility development. Which is Emma.

EMMA PALMER: No more than what Steve said unless he has something else. And that's a good thing they said check with Barksdale too.

FRANK GAFFNEY: Steve has been working on getting the information. If we don't have the right information doesn't do any good to apply. Under new facilities, or this can go under areas, Craig Alexander had an appointment there was a hospital which used to be right behind the state building and they closed down and moved to a new building. But now they have given that building to LSU for other training and stuff. And Mark and David went over and talked to the woman in charge to see about if they could get in there and do anything. I don't know the results, but I know they did go up and talk to them.

KEVIN MONK: If they gave it to LSU in Shreveport.

FRANK GAFFNEY: It's LSU, but it's a private deal at the same time. It's not strictly LSU. It's still they're owning the building I think, but it's a strange deal.

STEVE DEBRUHL: It's not the state, a state entity.

EMMA PALMER: I guess on the bus terminal in Shreveport we just let that die, right.

FRANK GAFFNEY: No follow up on it.

STEVE DEBRUHL: It's under the medical school.

FRANK GAFFNEY: Yeah. I don't know if it will apply on this one or not. It's an independent deal. They're letting LSU do work there on things. They didn't just put us off right away. They're looking into it. The next thing is policy and procedure, Don.

DON ARABY: I don't think we have anything different so far.

FRANK GAFFNEY: Road sides. That's me. Terry's road side. We know about Paul Hebert, his is still closed. Earleen is doing fine. Sam is doing fine.

STEVE DEBRUHL: He's doing fine for Sam.

FRANK GAFFNEY: And then of course my location we're going to close again. They're talking a year or longer to close to fix what they messed up the first time. And do some more remodeling. Don't know when exactly that will be. Trying to get information on where they're going to put the machines and get some measurements on this little thing they're going to build. And the person from DOTD told me as soon as he seen the plans, as soon as he gets measurements he will let me know. Training which would be John.

JOHN BURT: I wish we had a trainer. That's some place we could spend money. We could go ahead and follow through

with the deal we made with Senator Heitmeyer over that senate bill and get us a trainer.

STEVE DEBRUHL: There is a trainer at able.

JOHN BURT: I'm talking about where they can do where like when we have a manager already passed, a permit on location. Most time RSMAs got too many things to do to put a lot of time. Kind of like what you were before remember a management specialist. Well just do that and let them specialize in helping that guy out whoever that manager is.

STEVE DEBRUHL: That's always our goal is to try to help people. Can only help those who help themselves sometimes. Frank is definitely stepping up today and helping us with the vending machine. This is your program. I want you guys to have the input you want to have in it. Frank is going to share with everybody. But that is a problem I see with Ryan downstairs. I think he might have the wrong size coil in his honey buns. They keep hanging up. Something like that that's what leads to problems in the vending machine. If it doesn't vend they start shaking it or at the post office attack the machine for no reason.

FRANK GAFFNEY: Another thing under training, we brought this up before, we don't have any budget money for rehab services, but we're going to be getting these new cash

register type systems in. Are we going to be able to get a contract and take it out of our budget to pay able cause they have the equipment to train the people. Cause we can't do it through rehab if we don't have any money.

STEVE DEBRUHL: If we spend enough money they should provide when we buy the system supposed to train.

FRANK GAFFNEY: But if they don't we need a backup if somehow or another if we could send over to Lynn on a weekend or whatever.

MARK MARTIN: You could use money from the trust fund. The problem that comes up right now we've had a lot of money problems in voc rehab so we have all orders of selections closed. So that would put you in a bad situation because you can't have a VR case. The only way we could do it to take it out of the trust fund. I think that's an excellent use of the fund.

FRANK GAFFNEY: Get the training done and they're on a paid basis.

MARK MARTIN: Fee for service. Here's the fee, you can be trained on that and bring them in.

FRANK GAFFNEY: Whether they came over to us on a weekend we can go over there.

STEVE DEBRUHL: Training people on the point of sale like if we send a current manager who doesn't have a VR case, but send them over to able to do training on the point of

sale system that Tanisha has. You could bill us.

MARK MARTIN: Order of selections is closed so they can't be VR vendors. But we can pay for that fee for service training to you out of the blind vendors trust fund. It would just be a matter of invoicing us for the training.

LYNN BLANCHARD: We can work something out.

MARK MARTIN: Lynn is at the table every time at the legislature. A huge advocate for us. We appreciate that.

EMMA PALMER: Come to able for it?

FRANK GAFFNEY: We'd work it out. Whether they came to us or whether we took a weekend. Some kind of arrangement and go over and trade with them.

MARK MARTIN: Lynn can come up with that. That would be great.

LYNN BLANCHARD: How many people?

STEVE DEBRUHL: We haven't gone all in on these point of sales because John didn't have a great experience with his. And then Alvin liked his. Shelly has been our 3rd guinea pig. He's into it. We're ready to move forward. Michelle ordered another one already. You spend that much money for a system the guy is supposed to give us training.

EMMA PALMER: How much the system cost?

STEVE DEBRUHL: Right at 2,000.

JOHN BURT: Now I will tell you this, IT came in there and

they said in that building the only way they thought it might work they was going to have to hardwire, wasn't going to be able to use the wireless part of it.

MICHELLE DUNCAN: The only part they can hardwire is the credit card. Can't hardwire the iPad.

JOHN BURT: The cash register.

MICHELLE DUNCAN: The cash register is the iPad. That's why it won't work at your location. They can't hardwire an iPad.

JOHN BURT: He said he thinks it might work if he could hardwire it because wireless is not working.

FRANK GAFFNEY: The next thing is vending. John.

JOHN BURT: Well Steve already said y'all already looking to getting more machines. The only thing I will suggest about this, cause I know what we're dealing with seems like every place, need to get climate control machines because they're turning the fricken air conditioners off and it's just becoming a fricken nightmare. You have to take it out and go put it back in the cooler. If you ain't moving it fast enough discolors. Let me tell you exactly where I'm at. This is Delgado Community College. You go in there on a Saturday or Sunday it's 95 to 100 degrees in there. Every box that we got in our store and every box is at full throttle. Water all over the floors. And I told them this is out of health and sanitation code.

It has to be 80 degrees or less. They said go get a portable air conditioner. It cost them 200,000 thousand dollars and they're not going to do it.

MICHELLE DUNCAN: They said they'd have to hire somebody to service the cooler chillers to turn on the AC for them to be there.

JOHN BURT: I can put two of them in there and cover a storage room, but now you have to put everything on wheels cause it gets so hot you have to be able to roll that stuff into the room. I had a bag of chips plain still had a month code and they were stale because that building hot and cold, hot and cold. Hot fries and those veggie straws and stuff like that. Stale them out in a fart, don't take long at all.

FRANK GAFFNEY: Next thing, insurance, which is me and David. I already discussed sending out that when we send out insurance next year sending that letter to sign that insurance will not cover the golf carts.

STEVE DEBRUHL: Has anyone ever made an insurance claim?

FRANK GAFFNEY: No. Just on Shelly. It wasn't on our policy.

JOHN BURT: That's what he gets for having that tore up furniture for those big butt women fall off.

FRANK GAFFNEY: Any other discussion? Next thing, district concerns.

JOHN BURT: I know Eric is coming this afternoon. The only thing that we got really is we're getting ready for our mandatory training up there. Same stuff, credit card readers. I won't be there, but anybody in here that don't have them you're losing money. Tell y'all straight up. And I will tell you this, I've been doing machines since I have been in this program and I have never found a more stable financial exchange than credit card readers. I've had them for three years. I would say at Delgado it's probably right at 50 percent of the business. And guess what, it don't jam, don't eat dollar bills, and don't do any of that stuff. The thing I like about it you actually make more money and get your reports at the end of the week and do your 714. I'm a firm believer in credit cards. I wish I was credit card only, actually.

FRANK GAFFNEY: District 2.

DON ARABY: Nothing that I know of.

FRANK GAFFNEY: District 3, Janice.

JANICE FOSTER: Don't have anything.

FRANK GAFFNEY: District 4, Shelly.

SHELLY LEJEUNE: Whatever concerns they have were answered today through the stipend. That was probably the number one. Everything else is good.

FRANK GAFFNEY: District 5, Earl.

EARL HEBERT: Not really. Only thing when they're getting



their stipends. I called them earlier in the week.

FRANK GAFFNEY: District 6 was Lee. I haven't heard anything from anybody, problems over there. Other than the stipend and now they gotten those. District 7, Emma.

EMMA PALMER: I gave it to Frank and he took care of it. Craig was having problem with the milk man in that area. I think Frank walked him through it.

FRANK GAFFNEY: Pam did you look up those dates for the meeting in December?

STEVE DEBRUHL: How about the 8th. New Orleans or Baton Rouge?

FRANK GAFFNEY: Baton Rouge. The states going to have to find us a place to have it. That other building across from labor we used to go there years ago. Do we still have that?

KEVIN MONK: Training building.

MARK MARTIN: We're fixing to use that when we move the Baton Rouge region over from Ceadercest we're leaving that 300,000 dollar rent and we're going to use that other building for dead files. We have to keep voc rehab files for six years. And so that's what we are going to use that space for.

FRANK GAFFNEY: Just let us know where to go.

MARK MARTIN: We could always do the Red Cross. They donate us rooms for free. Sherwood Commons. Another

place, an education kind of like a library and they also give us free rooms on Florida Boulevard. It's actually the old paper supply company. Right next door to the biggest building on Florida Boulevard, the old Louisiana Office Supply building. About five story building next to it, Fairfax I think is the name of the street.

FRANK GAFFNEY: December the 8th okay. As it stands right now December the 8th. Do I have a motion for adjournment?

JOHN BURT: I make a motion we adjourn.

SHELLY LEJEUNE: Second.

FRANK GAFFNEY: All in favor. Opposed. That's it.

Trust Fund

FRANK GAFFNEY: Call to order. Roll call.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

DON ARABY: Don Araby, New Orleans.

EMMA PALMER: Emma Palmer, Shreveport.

JANICE FOSTER: Janice Foster, Baton Rouge.

FRANK GAFFNEY: Herbert, you still here?

SPEAKER: He stepped out.

SHELLY LEJEUNE: He'll be back in.

MARK MARTIN: Mark Martin, LWC.

FRANK GAFFNEY: Approval of minutes. I read it. Word for word. New business. Which is same everything. Trust fund monthly income disbursements.

MARK MARTIN: The deal is when I said 785,472.18 they have disbursed people's stipend, but they haven't taken it out yet. Is the way they do that. That's why you see a difference there. It's all good. If anybody has any questions I certainly can entertain that.

FRANK GAFFNEY: Last meeting said looking into getting more information from the people that just give you notes and don't tell you what it is.

MARK MARTIN: You get form after form of every expenditure by location and all that stuff. If we were to have aware, let's just say for example, and you wanted to know what your current inventory is whatever like that we could run a specific report by a location and be a lot more specific. How we get all this stuff Kevin keeps track of exactly when the checks come in and works with fiscal to make sure they're credited on time. Shawntay also we have another set of eyes to make sure we're not getting ripped off at any point in time.

STEVE DEBRUHL: And then she sends them to me to verify.

MARK MARTIN: He ends up verifying. The only situation it's kind of strange the state wanted us to go to purchase

cards as much as possible. And you know what, to me it expedites the whole process of purchasing equipment or getting repairs. You know if you need it on the spot a credit card works better. I don't think they have risen the limit of those cards as we've requested. I wasn't given a reason why, but I'm going to find out why. Especially if I know of a problem it causes. But with the few RSMAs we have now. We used to have two in New Orleans, two in Baton Rouge, one in Ellic, Shreveport. We just don't have that personnel. Their limits should be flexible because of that fact. We have to use people, we have to use Lafayette maybe his card to do stuff and it's causing us problems.

SHELLY LEJEUNE: What is the limit right now?

STEVE DEBRUHL: Ten thousand per card per month. But it's a 2,000 dollar transaction limit. This POS system cost originally like 2,025 dollars. So the case of that is I can either petition Ava the director to raise it one time to pay for that 225. What I typically try to do is put it into the system they can cut a check or drop the price below 2,000 bucks. It was 225 so now it's 1995. We only got 10,000 bucks. That's 20 percent right there. Between the cards we have about 30,000 dollars a month in purchasing power. We're pretty good with that. David, I just looked at David he spent like 8,000 last month. Paul

spent about 5,000. And Eric spent about 8. As long as we keep it in that ball park. Something's huge like a big piece of equipment, refrigerator or 12,000 dollar auto fryer we have to get bids on that and a PO on that. Has to go through the system.

FRANK GAFFNEY: I know with the vending center what I'll do first I call David and then I will call the vending center and get them to send David the quote on what we need and then he gets with you I believe and gets it okayed and then we go from there.

STEVE DEBRUHL: It does work out better with the credit card with purchases like that. It's better for the vendor, you know. Like we have this J and L vending that does repairs for us. He fought forever. He didn't want anything to do with the credit cards. He's getting paid a lot faster, a lot less time chasing checks. He swears by it now.

FRANK GAFFNEY: We got the trust fund balance. Unfinished business. The source of revenue. I know one thing. I was going to put it in the other meeting anything in from blackstone.

KEVIN MONK: I will have to follow up on that. We have been getting stuff. I don't know when the last one we got is. But I will follow up on that to see.

STEVE DEBRUHL: They have been paying quarterly. I think

we're actually up to date.

FRANK GAFFNEY: Last meeting we were one behind.

STEVE DEBRUHL: We got that. The next one due 1st of October.

FRANK GAFFNEY: Is that on the sheet with the revenue income. There's never anything there.

STEVE DEBRUHL: Whenever we get it we will put it there. We only get it quarterly. Since Kevin how much money have we gotten?

KEVIN MONK: Three hundred something thousand.

MARK MARTIN: It was a little south of 350 total so far.

KEVIN MONK: As of about May or June.

MARK MARTIN: That's all money we can match.

FRANK GAFFNEY: Over the period of time I got that update. At that time I think we were one or two quarters behind. I think one quarter.

STEVE DEBRUHL: That is part of the new contract is 10 percent of the proceeds. That will continue.

FRANK GAFFNEY: Next thing is unfinished business. What we just did. Open discussion. Anybody? We discussed Mike's deal. That was going to come in here. We already discussed it already. The lawyers shot us down on either plan we wanted to do. And we still won't have any decision from NASA and won't get us an answer on storage so we're stuck.

STEVE DEBRUHL: I will push them on that storage. We could take the money out the trust fund. We can't have them servicing machines, but we can flip them over like we talked about and have Mike take over those machines. But if Mark's goal we want to get as much federal that's a decision you guys need to make. That federal money coming into the trust fund that can't be touched by the legislators. Mike, he could use it. You want me to check on the storage and get that then what.

DON ARABY: Possibly letting him have other machines and storage would be a problem, is that what. Here is my question, if his income would increase drastically why doesn't he rent a storage unit for a while if he has to?

FRANK GAFFNEY: They won't let us put one out there.

DON ARABY: Rent a storage unit somewhere where he could put his stuff still to work the machines. I haul stuff from Pineville to New Orleans a lot of times.

FRANK GAFFNEY: Where do you get your delivery?

DON ARABY: I meet the truck at the old hospital.

FRANK GAFFNEY: You're buying coke.

DON ARABY: No. From Vistar. I haul it to New Orleans.

STEVE DEBRUHL: They won't come to your residence, right. Coke will only deliver to commercial. Cathy in Bogalusa she has a storage unit you're talking about. Coke won't deliver to her house so she had to rent a storage unit.

DON ARABY: I have a big shed at my house for the things I need I don't get. I'm just thinking if it's going to increase your income I would just rent a storage unit close by.

FRANK GAFFNEY: That's the deal with 3rd party contractor doing it. Not only we have to get storage we have to get machines. That's another problem with him taking it over was getting the vending machines to replace their vending machines.

EMMA PALMER: Then he would have a vehicle to carry all of that?

DON ARABY: If you're making more money you got a vehicle anyway.

FRANK GAFFNEY: At NASA most of your drinks are only 20 ounce. That takes a lot more room too. I asked Kevin what refreshment solutions is charging for drinks. He said they're using all cans, 75 cents.

STEVE DEBRUHL: That's in the machine. I will go back and push NASA. Talking about maybe some other machines. That's still an issue with Mike cause he's not back in his house yet. He had a house fire.

FRANK GAFFNEY: He's getting back in. Last day at the apartment is the 30th or 31st. Finally getting back in.

STEVE DEBRUHL: Part of the deal with coke that's why they give us machines. Doesn't have anywhere to take delivery.



If he jumped up I had to give him stuff for all the other machines. We definitely have to have somewhere to have it delivered to.

FRANK GAFFNEY: Beginning of next month he'll be at home. Open discussion is over. Do I hear a motion for adjournment.

DON ARABY: I move to adjourn.

SHELLY LEJEUNE: I second.

FRANK GAFFNEY: All in favor. Opposed. That's it.