Randolph Sheppard

November 5th, 2018

FRANK GAFFNEY: All right, everybody. We're going to have roll call. At which time I want to turn it over to Herbert.

HERBERT READO: Most of you all know Ricky's wife passed Monday and we just want to do a moment of silence for his wife. Then I am going to do a small prayer this morning. Father God in the name of Jesus we come by God just to say thank you. Thank you lord God for another blessed day that you allowed us to be here. Father God we pray now guide us throughout this meeting as only you can do. Lift up Ricky and his family. Pray that you will protect him from all harm and danger, give him strength as he goes through this moment. We ask all in the name of Jesus. Amen.

FRANK GAFFNEY: Candice is stuck in traffic so we're going to go on. First thing is roll call of committee.

HERBERT READO: Herbert Reado, Alexandria, Leesville.

PINKY HARRIS: Pinky Harris.

EMMA PALMER: Emma Palmer, Shreveport.

EARL HEBERT: Earl Hebert, Lafayette.

BRIAN WHITE: Brian White, Baton Rouge.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

FRANK GAFFNEY: Welcome everyone for attending the meeting. Opening remarks by Steve.

STEVE DEBRUHL: Good morning. Thank you all for coming. Most of you drove, hopefully none of you drove, but most of you rode here in a vehicle. You will be compensated for your travel time if you present us with travel forms. We need to keep your mileage. You could map quest it. My daughter made fun of me says nobody uses map quest. You will be compensated 53 cents a mile. If you spent the night in a hotel we need those receipts. I sign it, submit it. It requires seven signatures. It's best we put it all together correctly the first time and send it in. You will get your money back at a future date. Once again, we're privileged to have Lynsey taking down our every word. We have some new faces if you would say your name that way Lynsey will know who to attribute your thoughts and your words to. She does get down everything you say. She will send me an email with a transcript the next day or two. If any of you would like a copy of the minutes I can provide a copy as well. Frank you listen to it. You have nothing else to do with your life.

FRANK GAFFNEY: A couple times or more.

STEVE DEBRUHL: We sent a memo out last Friday to tell people there is a meeting this Friday to contact their representatives. Pinky and Candice, some other people, their lists of phone numbers. If there is ever any dispute. Hopefully everyone knows we're having this meeting. Open discussion later on I have some other items to bring up. LWC staff we have Chantey Carter, Michelle Duncan, Kevin Monk director of blind services, and Melissa Bayham who is our new director of Louisiana Rehab Services. Been with the agency quite a while. Everyone at LRS they have heard about Randolph Sheppard. She is very familiar with the program.

MELISSA BAYHAM: Again, my name is Melissa and I was with LRS for over 13 years. I started as a rehabilitation counselor. I have been a program coordinator for supported employment, a programmer manager for the workforce innovation opportunity act. Went to Department of Health for a little while in the waiver department for developmental disabilities. And now I am back as the director. Like Steve said, I don't have a lot of experience with Randolph Sheppard obviously, but Kevin and Steve have been giving me a lot of direction and a lot of information and I have been readings y'alls manuals. I am trying to get myself familiar with y'alls processes, but I am happy to be here. One thing that Steve wanted me to mention is Shannon Joseph is no longer the assistant secretary for OWD. He's interim, but it's Randall Domain. A little bit of change in leadership at the Office of Workforce Development. But I work directly under Randall. He is very supportive of our agency and I think y'all are going to like him a lot.

FRANK GAFFNEY: Introduction of guests.

BRIAN WHITE: Brian White.

TIRANDA WHITE: Tiranda White, spouse of Brian.

LYNN BLANCHARD: Lynn Blanchard, Affiliated Blind Louisiana.

PAM GAFFNEY: Pam Gaffney, Shreveport.

ROCKY: Rocky, New Orleans.

FRANK GAFFNEY: The next thing on the list is review of the agenda. Everybody had a look at it. Any questions? It's simple. Review of the minutes. Like Steve said, anybody can get a copy of it. It is very quick. You don't miss a thing. Nothing left out. Everything is there. Anything you might have missed from the meeting, want to know about it, will be there word for word. I love it. First thing is old business. First thing under old business is regional training. Which would be Steve.

STEVE DEBRUHL: Our goal was to do it in September. We had some setbacks. Working with Mica so we're shooting for Friday 11/2 November 2nd to do a regional training at all locations. Paul will do one in Lafayette. Items on the agenda are things we have discussed in here. Resignation letter. We have all told them want to move it to two weeks to one month. Give them a sample, we'll have everyone sign in. After we go over each individual item have them agree to that. Provide a copy of equipment inventory so they can keep an eye on things and the standards of operations. Which typically you get when you first open a stand. We just had Mr. Kenneth retire in Terrebonne. He started in 1974. We probably updated standards of operations since then. If he ever got one. We're going to provide everyone with an updated copy standards of operation. Try to keep it to like an hour, hour and half. Successful the last couple times. That's the plan on 11/2. I will give you a copy of the agenda next week. Probably Frank go over it together.

FRANK GAFFNEY: Going to issue the new permits for everything make sure everyone has one.

STEVE DEBRUHL: If they don't have a permit. The permit comes from the state to operate.

FRANK GAFFNEY: It comes from you. And the RSMA takes it to the manager and both of those sign it at the same time.

STEVE DEBRUHL: If we're missing anybody we will definitely do that.

PINKY HARRIS: You're missing me.

STEVE DEBRUHL: Chauntey actually prints those up. Prior to our meeting I will check with every manager. If they don't on the day we will sign it together like one big happy family. I will follow back up on that. Number three was LWC update. LWC refers to Louisiana Workforce Commission. We used to have a cafeteria. Flipped it over the idea was to make into a hybrid micro market. Cedric operate in the back. Never worked out. Been on third party with Refreshment Solutions since then. We have talked about doing. Herb is in the process, going to migrate from Refreshment Solutions. The only piece of equipment that we don't have is the most important thing, the kiosk. Where you enter the payments, keep track of inventory. Got four different kiosk operators we're looking at. Just so happens last night Kevin and I received a white page from national council of state agency for the blind called using micro markets to expand Randolph Sheppard income and opportunities. Talks about the experience they have had in other states and operators they have used and accessible units everything. Herb had a meeting with one of the operators on Monday. And then Mica and I, Mica is putting a spreadsheet with the four different people. A monthly cost associated with it sometimes 5 percent with a cap. Herb might have to pay 275 for a kiosk and pay processing fee on the credit cards. I want to let him cause most of the kiosks are pretty much the same. You need to make sure you know that. Herb and I are going to get together after the meeting and go over this list. Want to try to move forward with that shortly. Melissa had some feedback from the secretary. Looking for more coffee options. The secretary of the agency looking for coffee we want to get her some coffee. And Herbert lives down the street. Keep the kiosk we have now with Refreshment Solutions processing the payment. More than what these other guys are charging. Plus he told me the company he is using now has four other markets with a kiosk company and he's not impressed. He's actually getting away from that company. Six months be with 365. He is in the running too. Something we're working on. Hopefully do that the next month or so. Herb you have been going over there checking the equipment out.

HERBERT READO: Oh, yes. Checking it out. Seems like they are kind of downsizing it. Not as stocked up.

STEVE DEBRUHL: I think they had a change in manager that was servicing. He kind of dropped off.

HERBERT READO: The coffee was out the day we went there.

STEVE DEBRUHL: Personnel is a challenge in any industry. The guy that was in charge of our locations took it down the road somewhere else kind of falling through the cracks. We make them aware of that yesterday. Another location too. They explained that he left.

HERBERT READO: The manager onsite can trouble shoot a lot of that.

STEVE DEBRUHL: We're not really making a lot of money on third party after all the expenses.

MELISSA BAYHAM: I have heard feedback from a lot of the staff they really would like some hot food available, especially breakfast.

HERBERT READO: My idea concept was to provide a back door to the kitchen where they can order food from a kiosk or from, I use it as an iPad. They can order, have all the menu set up with an iPad. Very limited menu for breakfast and lunch and they can order from the iPad, pay through the system and then order goes into the back into the kitchen. Then we would prepare the food and walk it out to the customer. That way minimize the cost of employees. We don't have the whole full line of employee cost. Only thing we would need probably the kitchen help. We wouldn't have to have a cashier present all the time.

STEVE DEBRUHL: The cashier would be the kiosk. That would limit any interaction between state employees and the kiosk. The last cash register there was arguments on a regular basis.

EMMA PALMER: What is your backup plan if you go in there and that computer is not working. If you have a line of people and the system shut down like they always do.

BRIAN WHITE: Get your pencil and pad out.

EMMA PALMER: Just saying that make sure you got that all ready to go.

STEVE DEBRUHL: The kiosks we have had now we have never had that issue. My square more activity. All these come with a service plan. Just like any piece of equipment it breaks down we will repair it as soon as we can. Herb is there, he can bring down his own iPad.

MICHELLE DUNCAN: My question is if you have a group of people come in everybody's going to have to stand at the iPad and each one individually put what they want and then pay for it.

HERBERT READO: If you set it on the iPad, I don't know about the other kiosk. I talked to Paul and they was mentioning about that cause I gave them that concept. They not ready to do that right now. But on the iPad you can create what they call an iPad store and they can go on a website and actually order off the website and then that order transmit to the back.

BRIAN WHITE: Does it talk or anything like that? What if it's just me.

HERBERT READO: It just be a printer come to the back. You probably could.

PINKY HARRIS: IPad has voice over.

STEVE DEBRUHL: We're going to do this in stages.

EMMA PALMER: First open have someone there to help people just when you first open.

BRIAN WHITE: A lot of people computer illiterate. This old guy can't read or write but he order about six orders.

STEVE DEBRUHL: Chick fil a 183 people. One every 15 seconds. If you get busy like that it's a good problem to have. The place has been a financial challenge many times.

PINKY HARRIS: If you set up the store you can order from their desk before they even come down.

STEVE DEBRUHL: They have to pay for it before they come down.

PINKY HARRIS: Through square.

HERBERT READO: I don't know if we can use square through the kiosk. Because one thing about the square you being in the basement concerned about the network. That would be the only problem have to test out is the network whether or not the network will allow you.

STEVE DEBRUHL: The kiosk runs on the network. It's not a wifi. On a hard line.

HERBERT READO: The iPad works more wireless.

STEVE DEBRUHL: I can see what you're saying, want to have more than one kiosk. Like a checkout line want people to grab a sandwich scan and get the hell out of there. Another line for someone to punch and wait for the food. The idea of them calling in from the third floor and it's ready for them when they get there.

MELISSA BAYHAM: I think that would be popular.

FRANK GAFFNEY: Workforce has been a problem forever. And Herbert is not having to work cause his location is shut down so he's trying to get this started. And it's going to be some trial and error and find out what is. We're just trying to get back in there and make some people happy. But they always wanted a full size cafeteria and nobody in there to buy anything. Everybody was there would go broke.

STEVE DEBRUHL: Michelle and I were over there and major menu had just come. Honey Ham.

MICHELLE DUNCAN: 33 Honey Ham trays sitting on the table.

STEVE DEBRUHL: I went over to Shelly's place Mellow Mushroom in that break room. Must have had 75 pizzas in that place. That's always a challenge trying to beat those guys.

SHELLY LEJEUNE: Wednesday and Friday is the bad days.

STEVE DEBRUHL: That's business you don't have. When I went with Herb it was like going with Elvis. I think you were the last successful manager over there.

HERBERT READO: They looking for that cafeteria. This guy told me he can take that door and open it back up.

STEVE DEBRUHL: We want to give them a hot food alternative. But want to be profitable.

MICHELLE DUNCAN: When he was doing the cafeteria the last couple months he had a lot of red, red days on his paperwork. Definitely wasn't always making a profit.

FRANK GAFFNEY: Always want to come down and refill their drinks and not pay for anything.

STEVE DEBRUHL: Don't talk about my coworkers. We're proud people.

FRANK GAFFNEY: Any questions or discussion on LWC.

SHELLY LEJEUNE: Is Refreshment Solutions still doing the vending machines?

STEVE DEBRUHL: Yes. I met with them asking to give me a bid on doing the kiosk and everything else. He told me he would be too expensive. It's just a matter of doing the transition. I told him what we will probably do is pay them for the inventory and let Herb go through it.

SHELLY LEJEUNE: All the vending machines still belong to the state except coke machine.

MICHELLE DUNCAN: Correct.

FRANK GAFFNEY: We have ordered the credit card readers?

MICHELLE DUNCAN: Yes. That is their credit card readers.

STEVE DEBRUHL: We've been keeping some on stock.

PINKY HARRIS: I have an extra one if you need it.

STEVE DEBRUHL: Something Herb and I are going to speak about later this afternoon.

FRANK GAFFNEY: Moving on, next thing is Federal City update.

STEVE DEBRUHL: The transition Mike is doing well over there. He had some issues brought these point of sale computers when we first started six years ago. Paid a lot of money for them. Kind of obsolete. Eric bought two square POS systems. A printer, scanner 1,400‑dollars a piece. He's been working great with them. Been using those a lot. Otherwise status quo, rocking and rolling.

FRANK GAFFNEY: They're working very well because he's accidentally sent me his report a few times. I have looked them over.

STEVE DEBRUHL: We had a grease crisis over there. Because the navy shut us down because it backed up. Goes to show if you have a grease trap make sure we clean that thing every 90 days. They were going to shut it down if we didn't replace it in a three day period. It cost about 1,400‑dollars. It was only six years old. We do clean on a regular basis. That's a high volume location too. I think that affects the age.

HERBERT READO: It still backed up. I just cleaned it up before they got in there.

STEVE DEBRUHL: We're good. Everything is fine over there.

FRANK GAFFNEY: Any discussion? Next thing is military basis update. Herbert and Steve.

HERBERT READO: Most of you already know the po po contract has been put off. The government decided not to exercise the first option. Right now we're closed until 2019 and I am not really sure what is going to happen thereafter. I haven't heard much from any counterparts as far as what the decision military may do on that. Everything is still out.

BRIAN WHITE: There, but not there.

HERBERT READO: Faking it till I make it.

STEVE DEBRUHL: LWC Herb is going to get it up and running as interim manager and will go out to bid at some point. Right now we need to get it set up. Transition from full service to manager location. Everything in place then it will go out to bid. Depending on Fort Pork Herb may bid.

HERBERT READO: Another thing too, once we can get the micro market set up then we should be able to train other managers to come in. Because this micro market is really taking over on a national level. We need to focus in on our managers as far as micro markets goes.

FRANK GAFFNEY: Add that on the job training.

HERBERT READO: Yeah, somewhere down the line.

BRIAN WHITE: What about hot food?

STEVE DEBRUHL: Typically micro markets are really a large vending machine. It's like a hybrid.

HERBERT READO: If you wanted to you could take the food and put it in a oven on a warmer and sell it out the warmer. The only problem the health department regulations. You must comply with those regulations. Which means if you put anything in the warmer has to be labeled, dated, time and that type of stuff. Very careful when you do that as far as putting it in the warmer.

STEVE DEBRUHL: At the end of the day you can't recycle.

HERBERT READO: Only stay in the warmer four hours.

PINKY HARRIS: There are some micro markets that have gourmet frozen meals and you have a microwave and swipe your card and get your stuff in the freezer and microwave it. Another off shoot of micro markets too.

FRANK GAFFNEY: Any other thing Steve on that?

STEVE DEBRUHL: One thing Kevin and I talked to Cynthia our attorney about and want to bring Melissa in the conversation. Want to start sending letters asking for permits to operate the vending machines on military bases in the state. Typically on the advice of Terry Smith do it probably tell you no and then you can appeal it. Require a coordinated effort. With Melissa being in place and Randall as well. A conversation to have with them. Right now Fort Polk I don't know what to expect the next time. They didn't cancel the whole contract. They canceled this year. It's conceivable Fort Polk may be gone for good. We have to think about that. Blackstone was there. Fort Polk provided income to the trust fund. We need to be mindful of that when we talk about the trust fund.

FRANK GAFFNEY: Not just Louisiana.

HERBERT READO: The military I think is really spreading on a national level. We're having problems in Hawaii, one the Marines. And another one of the other bases. But they are not doing the self feeding, just problems with the Randolph Sheppard. I believe that the priority or the contract itself some type of thing. One of the biggest concerns in Louisiana that we getting is that the military is not acknowledging Randolph Sheppard as a minority business. They are looking at Randolph Sheppard through Louisiana Workforce as a primary contract provider.

BRIAN WHITE: What about the laws that was made for us.

HERBERT READO: Tell that to the contracting officers. They are not looking at Randolph Sheppard when they review the contract. Reviewing it under Workforce.

STEVE DEBRUHL: They need to have a certain amount of minority disability business. So ability one always trying to snake our business. They get counted as providing employment for disabled people. We're not getting that and should be.

HERBERT READO: I heard a couple months ago another base in California has been opened up that Randolph Sheppard we secured the contract and the teaming partner is Blackstone.

EMMA PALMER: Ability One is not on Workforce.

STEVE DEBRUHL: That's our competition.

HERBERT READO: They going to get their contract, just a service contract. Ability One does have military contracts. To some degree. But they have what they call a non poaching rule. Means Ability One is in the contract Workforce or the state cannot go into that contract. Kind of like a courtesy call. If we got one they can't attack us. But they are not under the list whereby when they start awarding the contract they don't have to go through the process. Only the Workforce has to go through the process.

EMMA PALMER: If they hadn't put us on the Workforce.

HERBERT READO: We just need to make sure they understand Workforce is really Randolph Sheppard. There's some things going on the national level they are trying to change the law, but the session was over you have to wait till next year to do all that. To try to change a little bit to make sure they understand as minority business. Because what happens is Randolph Sheppard is compiled of only 60 managers. So they are not looking at us as a small group. Looking as a larger group under Louisiana Workforce. We really not because what happens is that say for instance like me I leave a location out of New Orleans to go to Fort Polk so I didn't have to give up a location in order to go there. It has advantages and disadvantages. We need to emphasize more as far as Randolph Sheppard goes.

KEVIN MONK: The military has two choices. They can either do what they call direct negotiation with the state agency. Which means essentially they recognize Randolph Sheppard priority and they come to us or we go to them say how about a direct negotiation. They say yeah, all fine, you hammer out the details of the contract, good to go. Or they can RFP it. When they RFP it supposed to establish competitive range. Which means Randolph Sheppard doesn't necessarily have to be the lowest bidder. They just have to fall within a specified range on the bid. Well the latest thing they are doing I am told is not establishing a competitive range, what they are doing essentially is going with the lowest bid. And so there is all kinds of things going on from the military prospective on a national level as it pertains to Randolph Sheppard. It's not just here.

BRIAN WHITE: We are the lowest bid.

KEVIN MONK: Not always.

PINKY HARRIS: Self feeding is their out, right.

KEVIN MONK: And you know honestly it's hard to argue with that.

PINKY HARRIS: That's their ace in the hole. You can't argue with it. That's what some of these other bases around the country are doing.

EMMA PALMER: When you argue about the machines.

KEVIN MONK: The machines are a totally different thing. All you have to do is ask for the permit for the vending machines. The cafeterias are contract. Theoretically if we ask for the permit they are supposed to give it to us. Theoretically.

HERBERT READO: I talked to someone about the cold drink machines and they say that is out on bid. That's a bid process.

STEVE DEBRUHL: They don't have any snack machines.

FRANK GAFFNEY: That's what Lee said. We don't know.

HERBERT READO: I only seen drink machines.

STEVE DEBRUHL: Start a paper trail. Make a formal request for the vending machines. If they turn us down we appeal that to Department of Education. We do have priority. It is a federal law.

PINKY HARRIS: I thought we had priority on vending.

BRIAN WHITE: All federal and state properties. I thought we had anything with federal and state like LSU.

STEVE DEBRUHL: Defense is a federal agency.

FRANK GAFFNEY: It's under education.

BRIAN WHITE: I thought we fell under federal, state and education.

FRANK GAFFNEY: They're exempt.

STEVE DEBRUHL: Federal law covers federal property. State law covers state property. But within that state law they exempt LSU and certain, all the colleges. But also hospitals that have overnight stay they can get out of that. We have lost a few like that. State hospitals, a residential type situation.

FRANK GAFFNEY: And they do that for money. Delgado I think coke pays Delgado 300,000 a year for the rights to sell there and percentage.

SHELLY LEJEUNE: The same thing with coke here in Baton Rouge with Southern BRCC and LSU. All three of them.

FRANK GAFFNEY: We would have to have some good lawyers to beat that. All right, moving on. The next thing is healthy vending which is Shelly and Steve.

SHELLY LEJEUNE: I'm still doing the healthy vending, still trying out stuff. I haven't really heard anything else.

STEVE DEBRUHL: Been in touch with Rebecca. Kind of been put on hold with the executive order. Speaking with our people supposed to take effect in 18. 18 is an election year, don't want to do anything in an election year. Right now start formally 2019. No news is good news at this point. No one seems to be pressing it at this point. Michelle went to an obesity meeting last month. Trying to maintain close contact, but they haven't come to me and said Steve what is your ratios. But they are in Shelly's building. Shelly doing a good job representing.

FRANK GAFFNEY: In that meeting with the governor's office they found out too all this money like I just talk about coke giving the state money they found out coke said they wouldn't do that no more if what they had to sell they couldn't make any money. Would have to cut that all out.

EMMA PALMER: Start back selling cokes at the school too. They had stopped letting kids get coke out the coke machine. They are letting them get them now.

STEVE DEBRUHL: Part of this executive order basically a can coke, 12‑ounce, couldn't sell bottles. The guy from coke explained USL for example they paid 300,000 a year. All they had was bottles over there. If you had to go from bottles to cans, but also fifty percent less revenue. Hundred fifty thousand less he had to pay them. I think that got their attention more.

EMMA PALMER: They not all heavy like they was selling the cokes now.

FRANK GAFFNEY: Found out about the super dome too.

STEVE DEBRUHL: That's also state property.

BRIAN WHITE: I had some lady talking to me in my building talking about take out some drinks. I did the coke machine they had to have water in every one. When I talked to Michelle had to do the vending machine to change it over to nutrition. When I talked to Michelle said I hadn't had to do it.

FRANK GAFFNEY: They want you to voluntarily do something. If you voluntarily do some, put some in.

MICHELLE DUNCAN: He did do some changes to satisfy the people.

FRANK GAFFNEY: We did have the meetings before this even came up with the governor, with the health people. We brought several items down we were already normally using that fell into their category at that time. Even with what we do sell if it sells don't care if it's healthy or not if it sells we're going to sell it.

STEVE DEBRUHL: She might be on the web and seeing that. Tell her to refer to me or Michelle. Did she buy anything. They complain, but they don't buy anything.

SHIRLEY B: I gave Ms. Rebecca some pictures of our gathering we had over at Shelly's facility and she was really actually disappointed. Because it was still unhealthy foods, but they were in smaller packages. So I don't think she understands what it is you have to put in a vending machine. She told me she was disappointed cause I sent her pictures of everything on the table. I don't know what she thought she was going to see.

STEVE DEBRUHL: Everything we had that day falls into.

PINKY HARRIS: Every group, Fit Pick, everyone has different guidelines.

STEVE DEBRUHL: Doritos has one that's less fat, less sodium and it falls in that. There are products out there.

BRIAN WHITE: Products do they fit into the machine. Hard to find things that fit.

PINKY HARRIS: It's hard to find things in general, especially if you can't use Vistar.

STEVE DEBRUHL: Need to make an effort. Give people options. Shelly you are not losing money on the deal. Probably had a few just like any other product. What you are selling is selling, right.

SHELLY LEJEUNE: Actually one item I am fixing to take out because it's not moving. But we finding something else to take its place. To see if it's going to sale.

HERBERT READO: The biggest thing we really need to look at is that we need to encourage the manager to put something in the machine that's healthy because this situation is not going to go away. We need to really do that. And then if we do that and have all our managers at least have something in the machines then we can say Randolph Sheppard support healthy choices. This situation is not going to go away. Then we can go on record that we really support it. We might as well face it. Same thing that happened to credit cards years ago when we first started introducing credit cards wasn't a big advocate and look what happened. That's all they got now. Very few people carry cash.

FRANK GAFFNEY: Even in the rules we couldn't take credit cards.

HERBERT READO: Can't buy on credit. You can use credit.

FRANK GAFFNEY: That's not the way it reads in the BEP.

HERBERT READO: Because we didn't have cash registers, we only had a drawer.

FRANK GAFFNEY: Originally that was in the BEP. We changed that in our tag manual. We did away with that when we did the tag manual, that deal about the credit. We changed that in the tag manual. The BEP it's still there.

STEVE DEBRUHL: The health department provided these healthy vending stickers and flags. Pushers. We have all that. We can say the machine is healthy vending and it looks good. Use those green pushers to identify. Shelly's machine about 28, 30 percent of the stuff that was in there normal before we started doing healthy vending qualified as healthy vending. A lot of your stuff fits this criteria. The best thing is to identify that. That gives people choices when they are buying. Those pork that is healthy vending.

SHELLY LEJEUNE: They don't qualify because too much sodium.

STEVE DEBRUHL: Put a green flag on there and shows it's healthy vending.

FRANK GAFFNEY: One of the hardest things to comply with is the salt. You can buy the stuff it fits every other category until you get to salt.

PINKY HARRIS: If you look at a big texas roll, most of those honey buns, 190‑grams of sodium. If you don't have a calorie count they meet the sodium requirement. What I did I have baked chips, but then frito lay in my shop. So if you want to go to the vending machine your only choice for chips is baked.

FRANK GAFFNEY: Unless it's a small bag it don't fit the category. Any other discussion on healthy vending?

BRIAN WHITE: Coke did that, lessen the bottle and raise the price.

PINKY HARRIS: The frito lay prices have gone up a lot. What frito lay told me was they raise their prices because coke raised theirs. Coke said they raised theirs because of the tariffs. But my coke prices haven't gone up much, but my frito lay 40 cents a bag. My price went up 40 cents. It's two dollars for LSS now.

BRIAN WHITE: Sams I use the smaller bag so they eat up the machine quick instead of paying that 2 dollar bag.

PINKY HARRIS: I raised my big bag to 2‑dollars, but I'm only putting healthy chips. I didn't get push back on the 2‑dollar bag.

STEVE DEBRUHL: You have to stay in business. If your prices go up blame it on the evil coca cola corporation.

FRANK GAFFNEY: The LSS chips running right at 50 cents. North Louisiana pays more on everything. Our lays chips are 33.90 something like that. When it comes to coke North Louisiana and Baton Rouge are the ones that get the worst of it.

PINKY HARRIS: My coke prices only went up a dollar a case.

FRANK GAFFNEY: Our cokes right at 24‑dollars a case. New business. This is directed at Kevin. Answer to the email questions.

KEVIN MONK: I know one of the questions you had Frank was in reference to an expense that was in the trust fund. I think professional services if I am not mistaken.

FRANK GAFFNEY: 186,000.

KEVIN MONK: My understanding that is attorney's fees. That's the largest thing that comes out of that category of expenses.

FRANK GAFFNEY: What are these attorneys doing for us?

KEVIN MONK: There is still some issues going on out there right now as it pertains to Cantu services in state court. I don't know there is several things going on as it pertains to that.

FRANK GAFFNEY: They're suing the state. I don't understand how we're still paying. We done pay more in lawyers for that than what they owe us if I understand right.

KEVIN MONK: And then they also did handle a good chunk, not a hundred percent, good chunk of the Scott McGee hearing.

BRIAN WHITE: Scott trying to sue us?

STEVE DEBRUHL: Scott did sue us and it went on for a year. That's part of the program that's set up you have a right to appeal. A lot of it we did that with Cedric. He went a wall and when we finally removed him he decided, actually past the last minute, he filed an appeal. But he didn't do it on a timely fashion so that was dismissed. That could have lingered on. With Scott's deal depositions involved. It took quite a while. I think four other issues. The litigation a lot of it stems from managers suing on the program.

BRIAN WHITE: If I appeal something would they give me an attorney. I have to get my own attorney.

FRANK GAFFNEY: No. Our money pays to fight us.

SHIRLEY B: The managers that are suing left a debit already.

STEVE DEBRUHL: That's insult to injury with Scott. All the inventory about 40,000 bucks.

MICHELLE DUNCAN: Cedric as well. Not that much but.

STEVE DEBRUHL: Another way to look at it you're using your money to sue us. When someone is desperate like that. Again, the right to appeal written in the law.

EMMA PALMER: Cantu is that still suing the state or the state trying to get the money back from equipment like they did with Buck.

FRANK GAFFNEY: Yeah, that's it.

KEVIN MONK: I think a little of both.

BRIAN WHITE: I want to be an attorney.

STEVE DEBRUHL: I just married one. A lot easier.

FRANK GAFFNEY: That's that one.

KEVIN MONK: The other one I think was pertaining to which employees are being paid out of the trust fund. There was a written response that I apologize we went off and left it. I can tell you right now the RSMA staff is being paid out of the trust fund. Of course as match. Of course the program manager. And I allocate a portion of my time. Chauntey allocates a portion of her time. And the property manager, which position has been open for a couple months now, a position formally held by Nathan. And I believe that was it as far as folks that salaries that came out of the trust fund.

EMMA PALMER: How much that came to Frank?

FRANK GAFFNEY: 500 something thousand a year. You add that 500 something, and that 187,000.

STEVE DEBRUHL: 80 percent comes from the federal government.

FRANK GAFFNEY: That's not dollar for dollar. Of the budget. 20 to 25 percent comes from the trust fund. The rest is supplied by the federal government.

KEVIN MONK: Not a hundred percent of the money spent out of the trust fund is eligible for match. For example the stipend is dollar for dollar.

FRANK GAFFNEY: And that close at no fault of your own that's dollar for dollar. Location closer, yes. There is no matching federal dollars on that. That's why I keep an eye on what we got in the trust fund, see where it's going. We have to keep it up. Now we're losing like I said the Blackstone money. We need to concentrate on getting more third party money in. Especially this last year somebody talk about trying to take our money out of our budget, was it Steve.

STEVE DEBRUHL: LRS.

ROCKY: This issue with the attorneys' fees coming out of the trust fund. During the Fort Polk arbitration the arbitration panel struggled mightily with why the state had state attorneys on staff and was paying state attorneys out of the trust fund. And in addition to that was paying third party attorneys. Now when the ruling came down we didn't make a clear cut opinion. We didn't have a clear cut opinion on whether the state. Well there was consensus that the state had the authority to contract with whomever they wanted to. But there was great concern that the state was paying its own attorneys to perform functions on behalf of Randolph Sheppard and then in addition was paying outside attorneys. One of the great issues that we faced was the state made the argument that while we need outside attorneys with expertise, and I remember Judge Fote sat right where you are sitting now and asked the question all these attorneys working for Workforce Commission are supposed to be experts in those fields why are we paying then outside attorneys who are not experts to perform the very same functions of the state attorneys perform and already being paid out of the trust fund.

BRIAN WHITE: Who makes the decision on what attorneys we use and stuff like that?

ROCKY: You said you mean the outside attorneys. The decision is made by the state licensing agency or by the executive director of LWC. That is who has made the decision historically. What the arbitration panel uncovered the elected committee had never been consulted who was being retained even though the amount of money that was being utilized to hire those third party attorneys was very significant and impacted the budget significantly. I am not going to get into what it should be, what it shouldn't be. That's for individuals to interpret themselves. All I am simply saying one of the things the arbitration panel struggled with mightily was this issue of third party attorneys when in fact there were state attorneys who were already being paid to do these things. Historically 48 of the 50 states that had the program use state attorneys generally or in house counsel to argue these issues. They don't use third party. Louisiana is the only state to our knowledge when we dealt with this in the arbitration panel that actually used third party attorneys to argue the cases. I just want to offer that cause I have some knowledge of what the arbitration.

BRIAN WHITE: Wasn't that by John Burch. Why is it still, we finished it with, right.

PINKY HARRIS: It was my understanding I remember at one point Mark Martin told us the outside attorneys were going to be taken from risk management fund and not the trust fund. But now it's back to being taken out of the trust fund.

KEVIN MONK: Certain aspects of it were. And Pinky I apologize my understanding of this is not a hundred percent. But for example, when Cantu had sued me personally and whoever Mark, whoever was indicated personally in there the moneys to defend those were taken out of risk management. And so certain aspects were taken. Risk management did assume that. But other aspects risk management either cannot or wouldn't or didn't. I don't know the ends and outs. They did not assume that.

FRANK GAFFNEY: I know what he is talking about. After we had that deal with Senator Heitmeier Mark Martin did say he can't control it, but he did say that it would no longer be taken out of our money.

STEVE DEBRUHL: Curt who was the director said we have to defend the program and this is the money we have. I remember Curt saying that at a meeting as well. Curt is like Ava is now. He was the director. Whatever Mark or I or Kevin is easily overridden.

PINKY HARRIS: I remember sitting in this room and Mark saying it was going to come out of risk management.

FRANK GAFFNEY: And they tricked me on it. Because for a long time I was getting the information what we were paying the lawyers and I quit getting it. It wasn't there. That sum 96,000 I had to search through that to find out and had no answer what it was for. Now I know and that's what we figured it was.

ROCKY: I can tell you having sat on the arbitration panel and all the evidence that the state provided there was some amount of money that was remitted to the attorneys on record that did come from the risk management fund. But the bulk, and when I mean the bulk, 90 percent of the money that was spent on that arbitration issue and the issue surrounding Fort Polk all came from the trust fund.

STEVE DEBRUHL: The ruling the state was justifiable in doing that.

ROCKY: The arbitration panel ruled the state was in fact entitled to do what it wanted with the money. We struggled with whether the state should have provided some feedback, should have advised the elected committee how it was going to spend the money and the state failed on that in a number of incidents. But that failure in itself in the point of the majority of the panel did not waive the states right as a state licensing agency to spend the money as they wanted to.

BRIAN WHITE: Who got found guilty or not guilty?

ROCKY: Nobody. The panel ruled the state upheld the state's position. It essentially could spend the money anyway it wanted to. And essentially the state licensing agency did not need to advise the elected committee on how it was going to spend the money.

STEVE DEBRUHL: I think a lot of this stuff generated from previous administration on the EC and the other way. I think we're getting along great. A few lingering things. I don't foresee having a bunch of legal expenses.

FRANK GAFFNEY: Runs a lot smoother without another person that was here before.

STEVE DEBRUHL: But I don't think anybody was deliberately trying to keep you in the dark Frank.

FRANK GAFFNEY: I was getting reports on what we spent for the law fees. I was getting a report on it every quarter and it was a separate piece of paper.

STEVE DEBRUHL: Who was sending that report?

FRANK GAFFNEY: I have no idea.

STEVE DEBRUHL: You got it here in the meeting?

FRANK GAFFNEY: Mark Martin was doing it I think.

STEVE DEBRUHL: It's not on what we got. It says professional services. It doesn't break it down.

FRANK GAFFNEY: If you add up all those little ones it doesn't come nowhere near that 187,000. When I got that new CCTV where I can read that long form.

EMMA PALMER: Anyway, Steve he can start back getting that.

KEVIN MONK: I'm sure that's available. An encumbrance is if you look on the financial thing encumbrance is money reserved for a purpose. Doesn't mean money is spent, it means it can be spent for the purpose. If not spent goes back into the till. If it's a contract for example for fifty thousand dollars then they encumber that fifty thousand. They put the fifty thousand on hold maybe the contract will go 30,000 not fifty. But you have to reserve that whole fifty thousand just in case it takes that much.

FRANK GAFFNEY: Like escrow.

BRIAN WHITE: My building they do a lot of remodeling. They want to put a window. They come asking us for money to help with it.

KEVIN MONK: Good luck with that.

MICHELLE DUNCAN: Can't make any improvements to your building.

FRANK GAFFNEY: One more Kevin. Like a 20,000‑dollar expense for training and I don't know what training it was.

KEVIN MONK: I would have to go back and look. I don't remember seeing that one. I apologize. I did see the other two.

SHELLY LEJEUNE: That wasn't the RSMA training.

FRANK GAFFNEY: I have no idea. It was 17,262.

KEVIN MONK: I apologize. I didn't see that one. I will have to go back and look. I will email you next week about that.

FRANK GAFFNEY: I didn't know what it was. Not doing my job if I don't ask.

STEVE DEBRUHL: Year to date which is July, August September spent 2,000‑dollar on training. There is a balance of 20,000‑dollars. Like Kevin said encumbered to use against that.

FRANK GAFFNEY: This has exact figure 17,200 something dollars.

PAM GAFFNEY: Travel and training.

STEVE DEBRUHL: Michelle is reimbursed for her mileage. RSMAs depending how far they travel. That could be a chunk.

FRANK GAFFNEY: That was up till last report. Now what it is I don't have the paperwork.

STEVE DEBRUHL: Your reimbursement.

FRANK GAFFNEY: I don't know the codes so I don't know what it is.

STEVE DEBRUHL: That could be all your reimbursement today and then hotel.

FRANK GAFFNEY: So I can keep the committee informed what it is.

STEVE DEBRUHL: Did you get reimbursement for the blast conference. We applied for it.

SHELLY LEJEUNE: Frank and I went.

FRANK GAFFNEY: Any other discussion on those emails I asked about? If anybody has any questions just get with me and I will try to find out through Steve and Kevin. Next thing on it is training which our training person is here Lynn. Would you update us on our people and training.

LYNN BLANCHARD: We had one person finish last Friday completed the whole program so they are in the process of getting their license now. Hasan. After this week Tracey has three weeks in OJT. She will be able to apply. I have one guy starting second month of training and I have two folks who are in adjustment to blindness finished end of October and ready to start assessments.

FRANK GAFFNEY: Melissa Lynn is in charge of able and they do our training.

EMMA PALMER: How many managers we have that are trained not in.

STEVE DEBRUHL: Sandra down in New Orleans. We don't want to over train. We have five people sitting on the bench.

EMMA PALMER: The ABL convention the managers that wanted to they let us go around.

FRANK GAFFNEY: At the last meeting we canceled because couldn't get state representatives were all busy.

STEVE DEBRUHL: I was having cancer surgery Frank.

FRANK GAFFNEY: You were busy. A few of us from the committee went to able early in the morning and made the visitation went to the cafeteria and spoke to the instructor while we were there. Quite a few questions, talk about the program they are training on. Is she here today?

LYNN BLANCHARD: She is doing an OJT site review right now. She is at Shirley's right now.

FRANK GAFFNEY: Any questions on Lynn? Lynn do you have any questions for us.

LYNN BLANCHARD: Nope. Get more stands.

BRIAN WHITE: When I started this program we had eighty something stands.

STEVE DEBRUHL: A lot of what happened when they privatized those hospitals. Some stands Kenneth LeBlanc he just retired from Terrebonne Parish. Last three years averaged 3,800‑dollars income. We have another lady Susy she's probably in that same ball park. We can have stands, but the idea a business enterprise or social situation. God bless Kenneth. I hope they do this for us. Gave him a key to the city, a proclamation, the whole court shut down. Parish president and chief justice read a proclamation gave him a key to the city. Been there since 1974. A beautiful ceremony. I went over there and Paul went over there. Spoke to the parish president about continuing the stand. But that's the issue. It's in Houma. Are you going to bid on a stand Brian you're going to make 3,000‑dollars at.

BRIAN WHITE: No.

STEVE DEBRUHL: That's our problem.

BRIAN WHITE: You have to get in there and make it work. I been at them 3,000‑dollars stands you have to work.

STEVE DEBRUHL: You can only get so much blood out of that turnip. There's a limited amount of opportunity.

BRIAN WHITE: That's where his job was to make room for vending machines, talk to the building people add machines.

FRANK GAFFNEY: That's one of those deals the parish, the judges had the vending machines. That's good ole boy and you ain't going to beat it.

HERBERT READO: What are we going to do with that location, any decision?

STEVE DEBRUHL: That's what I was going to ask you guys about. I have that listed as open discussion.

FRANK GAFFNEY: Next thing is the stipend.

STEVE DEBRUHL: Most of which has been paid. A few managers out there have problems receiving them in the mail. Which would not be a problem if they did direct deposit. Everybody that had direct deposit received their funds. Probably spent on healthcare. A few managers that are out there we had problems with going to put some stop payments on. Again, that cost money.

KEVIN MONK: Two.

STEVE DEBRUHL: One manager mailed it back we couldn't find it, sent him another package mailed it back certified. We still didn't get it. I asked him what address did he mail it to. The address on the paper. There was two pieces of paper. One was a direct deposit form. This got mailed back to the Department of Administration. We never received it here. You have to send it back to us. That person will get his money. Wasn't really our issue cause we never saw it. If you set that direct deposit up one time. Direct deposit get paid a lot faster. Don't have to worry about checking the mailbox. This happens sometimes this individual has received multiple letters from us and bids. All of a sudden he doesn't receive a check. Stop payment. The check may show up. Make sure you don't cash that check otherwise a whole different ballgame.

MICHELLE DUNCAN: In the Baton Rouge area I have managers that don't turn in their paperwork and then they are calling me wanting to know where their stipend checks are. And then I have to run around and get everybody, Chauntey has to redo then I have to go over and there and get them to sign it.

FRANK GAFFNEY: That's not your job.

MICHELLE DUNCAN: I don't know if y'all need to reach out to the managers around stipend time. Hey, look fill out your paperwork. I know I have a handful of people you have to go and get their paperwork from them.

SHELLY LEJEUNE: I call everybody to make sure.

FRANK GAFFNEY: The same ones every year. The only other one that left that we know of he says he never did get his form, I didn't say who, he never did get his form so he's all set up with Chauntey. It was faxed directly to her or to Kevin. I believe that should be the last one.

HERBERT READO: It wasn't Brian White was it.

FRANK GAFFNEY: No.

STEVE DEBRUHL: Earlier this year we sent it out early, got it back early.

TIRANDA WHITE: I'm hearing it sounds easy, but it's saying you have to take that form to the bank and have it. Is that true because that's why he doesn't have direct deposit the bank gives us trouble filling out the form.

MICHELLE DUNCAN: You just fill that form out. That's the form we send.

EMMA PALMER: She's saying it's on there. Maybe we need to look at that.

HERBERT READO: The bank forwarded it to the office.

EMMA PALMER: Do that have to be on that form?

MICHELLE DUNCAN: It has to be entered on that form if you want direct deposit.

STEVE DEBRUHL: I can't just put money in your bank. The bank has to give permission. You agree, the bank agrees to accept it.

TIRANDA WHITE: Can you attach the form that the bank prints out with your routing number and checking account number and attach it to the form.

MICHELLE DUNCAN: Yeah, try it that way next year.

STEVE DEBRUHL: You can set it up anytime you want to.

MICHELLE DUNCAN: We will work on filling out that page that we have to have.

FRANK GAFFNEY: Y'all do realize you don't have to fill that out every year. Once you have done it that's it unless you change accounts. Because if you fill it out again all you are going to do is mess them up. If you send that form in now they are going to have to check and see what they did before what they have to do now and changes things around. We should be good on stipends. Next thing is for Steve. Mandatory training. First one was regional.

STEVE DEBRUHL: One is going to serve the same purpose. Unless we want to try, I brought up to Shelly before getting back to what we did before. When is the next big convention.

PINKY HARRIS: We don't.

STEVE DEBRUHL: That's why the regional training is more effective. The day we have targeted is November 22nd of 2018.

SHELLY LEJEUNE: Where?

STEVE DEBRUHL: Probably like a regional office West Bank New Orleans. John actually offered to cater for us at Delgado. Probably send me a bill for 2000 bucks afterwards.

FRANK GAFFNEY: Something that hasn't come up yet a regional training it's not getting done but once a year. We need to make sure it's mandatory and that they come with no excuses. Unless you are sick, a doctor's excuse. We have people that just don't go.

BRIAN WHITE: What training you talking about?

MICHELLE DUNCAN: The one in Baton Rouge we had already.

FRANK GAFFNEY: The last one we had was at the RSVL conference and we had that training there and went through the vending machines and credit card readers. That one was very successful. Most people we have had at any of them. Next thing is the new Delgado location.

STEVE DEBRUHL: They spent about 25 million on this new campus in Avondale. Manufacturing, ship building. The governor was down there the doors opened about a month ago. Right now they have 30 students and about 15 faculty. They said they are going to have 3,000 students there. It will be quite some time. Hopefully scale up by the next semester which will be in January. Coke has a contract so we have two coke machines. A two story building. And two snack machines. A lot of space to do a food service snack bar. Almost built out at this point. Mike met with them last week. We're not going to do anything as far as starting that up until we can have a population that will support it. Geographically it's kind of isolated. Right now only 30 people on campus counting security guards. They just opened up a couple weeks ago.

HERBERT READO: What are the number expectations.

STEVE DEBRUHL: Up to 3,000 like ten years out. Hopefully get a couple hundred the next semester.

FRANK GAFFNEY: Trying to do ship yard training.

ROCKY: Steve you might want to talk to Adam Anderson who is the president. He is one of my clients and they are expecting a workforce population of between 2000 and 2500 that Parker Host is going to be ramping up on the terminal side located in the same facility. Might want to talk to Adam. Because I mentioned to him something about Randolph Sheppard. He would be interested in talking. I don't know what you can do with it.

STEVE DEBRUHL: A lot of these Delgado locations the mother ship which is the main campus which John operates.

PINKY HARRIS: John and Candice operate.

STEVE DEBRUHL: No, the cafeteria at City Park. Candice has the bagel. Radell New Orleans East at Sydney Collier. And then the plan was for John to operate this location. Kind of on highway 90 down toward Houma. He decided he didn't want to do it. We wanted to get the vending machines with credit card readers. Bobby is servicing those machines. Not selling a lot. Last week we had the post office go out to bid. Radell currently has Harvey locations, not Radell, Ryan Smith. We're going to put the Harvey location out to bid. About 3 miles from the Harvey location. We have five coke machines, two that didn't really do any business, and snack machines and ATM machines. He does good, but still not making what we want him to. At this point in time whoever has the Harvey machine service the two vending machines at Delgado. When the population of the school gets to the point they will also take over the snack bar. Make two locations. But again, I would rather have one location and two locations the person can actually make a living.

BRIAN WHITE: Happy to see John helping people that don't have nothing.

STEVE DEBRUHL: It's the closest one. Have storage in both locations. This will work out well I think. Bobby is doing it on a temporary base right now. Wanted to put this out to bid probably the next week or two. One lady in New Orleans doesn't have a bid that's been training. Did you say Hasan when is he getting out.

LYNN BLANCHARD: He's finished.

STEVE DEBRUHL: Get him a license. Hasan and probably Sandra. Maybe somebody else. Right now probably just those two people.

BRIAN WHITE: How many licensed managers do we have?

STEVE DEBRUHL: I think about 56.

FRANK GAFFNEY: Licensed or permit.

STEVE DEBRUHL: The only person on the bench is Sandra. We have more locations than we have managers.

FRANK GAFFNEY: Two on record, but they weren't my understanding weren't merged because of the federal numbers because they had two different federal numbers keep them separated for the report.

STEVE DEBRUHL: Have to put road sides. That's for the federal report. If we internally say that's one location been that way.

FRANK GAFFNEY: Before you ever came in they informed us they couldn't do it because had to have two separate numbers. But that was passed years ago. All right, any other questions on the new location? The next one is New Orleans post office which Steve just went through that one.

STEVE DEBRUHL: Did the inventory on Wednesday. Don has gone back to Alexandria. Brian is taking over I think he's in there today. Did it Wednesday afternoon. They both agreed to inventory putting the paperwork in. Left him, my understanding, left a pretty good amount.

PINKY HARRIS: He told me he filled it to capacity. Talked to him yesterday.

STEVE DEBRUHL: I don't think we have to buy anymore additional inventory. I think it's going to be a good transition. He lives basically down the street from this place. Lives not even a half mile away. Don lived in Alexandria from New Orleans post office. He didn't have credit cards on the machines. Times he didn't know the machines were down. We put readers. Brian already has an account set up from Harvey. He comes over there 2, 3 days a week. Gives that amount of attention to the post office I think that's going to be a much better location.

HERBERT READO: How many machines at the post office?

STEVE DEBRUHL: I think it was 18. Snack and drink combined.

HERBERT READO: Is he going to continue to do Harvey too?

STEVE DEBRUHL: For right now.

FRANK GAFFNEY: Putting Harvey out for bids.

HERBERT READO: How many machine at Harvey?

STEVE DEBRUHL: Two snacks and two drinks. A bottle and can. And ATM machine. Back in the day didn't take credit cards used to get a check. They started taking credit cards the ATM machine starting going down. Three drink machines, three different break rooms. Those aren't much to speak of. The thought there add the two machines, the snack machines.

HERBERT READO: I thought there was talk combined with another location.

STEVE DEBRUHL: Delgado.

FRANK GAFFNEY: The plans was coming up. That was the suggestion back then. That food trailer.

STEVE DEBRUHL: The Delgado West Bank location. That is strictly vending at the moment. This location we've lost two vending machines. People broke in overnight. Last time was over Christmas. They were closed, four homeless guys got them on video lived in there for four days, took a crowbar just destroyed that machine. They trashed the library and everything else.

BRIAN WHITE: I had problem with security they breaking my machines.

STEVE DEBRUHL: The first suspect.

BRIAN WHITE: The building manager I talked to him about it. They took all the change out the coin mec, everything. Put a camera on the wall they don't know it's there.

STEVE DEBRUHL: Had cameras in the hallways. Where the machines are they are off to the side.

BRIAN WHITE: They put it right where my machines are. They took the glass out the last time.

PINKY HARRIS: Don he told me he had a lot of problems with the machines at the post office. They like to destroy those.

STEVE DEBRUHL: Used to keep back up pieces of plexy glass.

FRANK GAFFNEY: That's a difference between post offices. The one in Shreveport it never happens. That one time it got shoved in, but they didn't break the glass. I think when they pushed on it shoved it in they left. Cause nothing was taken out of it.

STEVE DEBRUHL: You put your money in it does it fall down. If it gets hung up because the machine is not being maintained that's the problem.

FRANK GAFFNEY: The next thing is DOD and rest area update which is Herbert. He went up to DC involved in this.

HERBERT READO: Several trips to DC with the rest areas fighting, meeting with the representatives. They didn't have a problem what they call the other part of the rest area. Just had a problem with the privatizing of the rest area. Seems like still having problems, but later down the road they kind of squashed it. It didn't materialize. Somebody didn't have enough votes to get it passed. Kind of squashed right now. Look out. It looked like it comes up every year. We're not out of the woods yet.

FRANK GAFFNEY: This comes up all the time. They want to privatize the rest areas where the state can rent the places out and what not. This time it was harder because it was under Trump put it under his deal. When we're talking fight it we're talking what would you say over a million people responded on this because the NFP, the ACB, the truck stops association, the parish association, county association because it was going to affect everybody. It affects us. And then these exits where people put in businesses it would affect them and they pay taxes. It was a fight.

HERBERT READO: Most of those states trying to use it to save money. Wouldn't have to have the cost of maintaining the rest area. Shift the load to the private sector.

FRANK GAFFNEY: It's a federal law they can't have anything but our vending machines. And they tried to change it where the states could privatize it.

HERBERT READO: At one time putting a barber shop at the rest area. Who wants to go to a barber shop at the rest area.

SHELLY LEJEUNE: NAMA was all over it too.

FRANK GAFFNEY: Million people responded to all these representatives and everything. Moving on, the next thing is credit card readers. How are we standing on that.

STEVE DEBRUHL: Doing good. The goal is to try to get everybody with readers. I don't think there is too many people that don't have readers that want them. The next step is to convince everyone. Even go as far as putting them on there if you want to activate you can activate. If you are not you're losing money.

BRIAN WHITE: Two machines vending machine and a coke machine using a credit card I can't use no.

STEVE DEBRUHL: Those are cokes machines but we can put our readers on there. The main thing if they remove that machine we have to remove our reader off of there. We have had a problem with that in the past.

EMMA PALMER: Got a real old coke machine they said they can't put it on.

PINKY HARRIS: Call Warren and tell him you want a new machine. I have him on speed dial.

STEVE DEBRUHL: Coke has readers but you don't want to deal with them. Again, that helps you with your business see what you are selling, how many you are selling.

PINKY HARRIS: You get an email at 4:30 in the morning.

EARL HEBERT: I have one on the vending machine and from October to this year I made 135‑dollars. They never took money. I might wait three months cause they wait till 20‑dollars to put it in.

FRANK GAFFNEY: I believe the response from labor when Refreshment Solutions took it over and put credit card readers on the snack machines I believe the people in the building responded they would like that.

STEVE DEBRUHL: You don't ever lose money. Might be a hundred bucks otherwise. Frank you see the difference. A lot more to it than taking credit cards. You get the record look at your machine from your phone at your house, see whether the machine is up or down. Go as far as setting it all up.

SHELLY LEJEUNE: You get a report like you are saying if there is something wrong with your machine. I knew exactly what the problem was.

FRANK GAFFNEY: That depends on which credit card reader system you use. One Shelly gets you can even have your calorie counts and all that stuff on it. And it cost you more for the reader and cost you more per month for the reader.

EARL HEBERT: Every morning an email saying what you did the day before the whole machine is that just bills or quarters too.

FRANK GAFFNEY: All of it. Every dime.

SHELLY LEJEUNE: Does between cash and credit card.

FRANK GAFFNEY: It will tell you how much cash was put in. As far as credit card readers it will list whether it's apple I pay or whatever too. They accept all those.

STEVE DEBRUHL: John, been having John put them in for us. He has it down pretty quick. That's part of the issue they're not that hard to put in. We had Wayne try to do some in New Orleans. John just does a good job. He's willing to travel.

MICHELLE DUNCAN: You just have to make sure like I have Max he's having issues with his because he put the antenna on the inside of the vending machine. Max is having to move it onto the outside of the machine. If you know that you don't get good service you need to let him know don't put on the inside, put it on the outside.

FRANK GAFFNEY: Depends on your building might have to have the high gain antenna.

MICHELLE DUNCAN: I wouldn't have thought he would have had to have that.

SHELLY LEJEUNE: Now outside he's right in the middle. He spoke to me yesterday. I told him he was going to have to take them out.

FRANK GAFFNEY: I had a problem with Emma's at the post office. We added another credit card to another machine and the new credit card readers the ones we have are older ones come with two antennas and even with the two I could not get a reception. They would not work. I went in my stock pile got a high gain. Of course you have to drill a hole. And installed then it went to working. The one right next to it works just fine.

PINKY HARRIS: Might have been spotty recently too.

SHELLY LEJEUNE: Is Max the last one that wanted them.

MICHELLE DUNCAN: When Troy Chainy gets himself situated he wants some, but he's not ready right now.

BRIAN ANTOINE: I have been waiting for the credit card reader off the vending machines I was promised.

STEVE DEBRUHL: I didn't know you came in Brian. Okay. I know we got them at your office. Supposed to meet at 1:00.

FRANK GAFFNEY: We still don't have a driver.

MICHELLE DUNCAN: We don't have drivers to pick up anything yet to work on that.

FRANK GAFFNEY: They did interviews. But there was like a hundred applicants. Next thing on the list was budget, Kevin.

KEVIN MONK: Budget we're at the point now where they will be starting to do the budget for next year soon. If anybody knows of anything that we need to add or what not let us know. What we are doing now with the RSA prior approval issue we have some further guidance from them. And of course for those of you who may not have attended the last meeting, any single item that cost over 5,000‑dollars equipment over five thousand dollars you have to get prior approval from RSA Rehabilitation Service Administration to make that purchase. And so they gave further guidance and the guidance indicated that we could project and we could come up with an aggregate amount, like what the total amount was we think we're going to need for the year. And so Steve has sent out some request to the RSMA staff and so we're trying to get that number right now. Whatever that number is it's early in the federal fiscal year so we're going to ask for x amount. Whatever it may be for the upcoming year. Now that's not to say that we're going to be stuck with that amount. We can always go back and ask for more. We want to try to get a fairly educated guess as to what we're going to need for the year. So we're not having to ask now for permission to purchase a double auto fryer for location X. We can ask for an aggregate amount for all of the equipment then we just have to track it so we don't go over whatever that amount is. And we can ask for more if we need it.

STEVE DEBRUHL: Fiscal year ended September thirty‑first. So the prior approval we had prior to that is no longer viable. We got approved for like 56,000‑dollars of equipment. I don't think we spent 10,000. I think we got Shelly's 13,000‑dollar steamer and a few other items. The vast majority cost less than 5,000‑dollars. I told everyone to be as generous as they could. David threw in a auto fryer for Shreveport. We got five up there. All ten years older. I told the RSMAs give me a shopping list. The vast majority of what we buy sandwich table, refrigerator, stuff like that all under 5,000 bucks. No problem with that. Just when we go above and beyond that. That's the only vending machine that cost over $5,000, the outside. Every other vending machine is 49 or below.

FRANK GAFFNEY: The deli is a little higher.

STEVE DEBRUHL: One of those is 49 or 50.

FRANK GAFFNEY: They got all the safety stuff on it. My understanding is we're a lot better than some of the states. Florida, anything over a thousand dollars have to get permission.

STEVE DEBRUHL: Depends on how your state is set up.

KEVIN MONK: I think it's 500. It's low.

STEVE DEBRUHL: It's a different district than what we have. Used to be an exception for Randolph Sheppard in affect for 30 years. It expired in 18 so one thing Herb's people trying to do again try to reestablish that.

PINKY HARRIS: Both national organizations are trying to fight it.

FRANK GAFFNEY: Steve is on a site with all the states are on where they can talk with each other. What is that once a month.

STEVE DEBRUHL: Conference call first Friday of the month.

FRANK GAFFNEY: They get information on other states through that system. The next thing on down is the payment breakdown for third party. Which I know Mica and them are still working on it. One of the things we were talking about with our money flowing down from other places. We need to get on the third party stuff, make sure we're getting all of our money.

STEVE DEBRUHL: We're attempting to do that. I will tell Kevin got the check in yesterday for University Hospital New Orleans from coke it was 6795. 6,795‑dollars. Usually the snack is right on top of that. That's really been a boom to us.

PINKY HARRIS: How often is that?

STEVE DEBRUHL: A month. University Hospital New Orleans it's definitely helping out the loss from Blackstone occurred. That's a big location.

SHELLY LEJEUNE: How is Wild Life Fisheries in Lafayette doing.

STEVE DEBRUHL: They have 25, 30 employees in there now. A lot of those employees are agents that go out during the day. The machines are in there. Haven't got a whole lot of money from them. That was one they wanted the cafeteria and everything else. They just don't have the base. Company before had 400 people, they moved out. We have talked to them as the population grows an opportunity to be viable we will do that. Right now two machines they are doing okay. Only have 25, 30 people a day and 10 percent.

FRANK GAFFNEY: Next thing on the list we already went through the RSA purchasing. The next one on the list is Candice you want to do your conference calls.

CANDICE LINVILLE: Is there voting every time at the meetings?

STEVE DEBRUHL: Not really.

CANDICE LINVILLE: If there is no voting going on to avoid the travel expense, the time unnecessary why can't we conference call like I do with Einstein when we have all the stores on the phone to go over new deployment or do a selection.

STEVE DEBRUHL: Talking about the meeting we are in right now. There are times when we do vote. We do have to have an open meeting four times a year. You as an individual I don't see any problem you calling in. I don't know if you could vote over the phone.

PINKY HARRIS: The elected committee does it stipulate whether it needs to be in person.

ROCKY: This meeting, no, there's no requirement.

STEVE DEBRUHL: If you want to call it in we can do that. I like the time we spend together.

CANDICE LINVILLE: When it was in Lafayette originally before it was rescheduled that's a hump. It's just more efficient.

STEVE DEBRUHL: You can be like John and just not show up.

CANDICE LINVILLE: I want to participate and I don't want to listen to my phone read 88 pages of minutes. I would like to be virtually present.

STEVE DEBRUHL: This is your meeting. You do what you want to do.

EMMA PALMER: A lot of people they don't have phones everyone mostly a cell phone. If you are doing it over the phone sometimes your phone is going to go dead. So I don't think that's a good thing to do every time.

STEVE DEBRUHL: If they can't make it I don't see why they couldn't call in. I do think we should continue to have the meetings. It's your meeting Frank.

FRANK GAFFNEY: Conference calls are fine, but I know most of the ones I'm in somebody comes into their office and starts talking to them and you can't hear nothing that's going on. All the background noise. Last thing on this one is insurance. That's the ones I told you I wanted to add. We purchased our own liability insurance, but we have a group we go through so each manager is responsible for mailing in their payment.

STEVE DEBRUHL: Policy pay for by the 15th. Starting to send out letters now. Based on the volume of sales for each individual location. David helped us with that in Shreveport.

FRANK GAFFNEY: He collects that and it's all in my name cause it can't be in the state's name.

SHELLY LEJEUNE: Something we didn't have to do till the last few years back.

FRANK GAFFNEY: Any discussion on insurance? Then we're going to open discussion.

STEVE DEBRUHL: Like to make a proposal we take a five minute break.

FRANK GAFFNEY: That sounds fine. Do we have a quorum. I think Candice walked out on the phone. First thing is open discussion. I am asking the state whether or not y'all will be attending blast this year, get with those state meetings to get us more information on the rest areas and the vending machines and the other procedures.

STEVE DEBRUHL: I was speaking to Melissa before the meeting and we're going to put a request in. At the same time Kevin has already done a prior approval. We can pay if you decide to go we can pay for your admission, the cost of tuition whatever it is. Registration fee.

SHELLY LEJEUNE: Most of us registered already.

STEVE DEBRUHL: What we want to do is get a list of people, get an idea of people. We can't actually reimburse till the money has been spent. After the conference we can submit it all and have everybody's name so we will know. Can't pay for the transportation, but can for the registration fee.

SHELLY LEJEUNE: I might be wrong, but I think there is five of us so far.

FRANK GAFFNEY: I know me you and Emma and Herbert and Shirley B that I know for sure.

STEVE DEBRUHL: Janice she doesn't miss too much.

MICHELLE DUNCAN: She just had surgery on her foot.

FRANK GAFFNEY: She doesn't need to go anywhere. That's what's caused this all her running around.

STEVE DEBRUHL: A week before let's get a list. Again, try to get reimbursed we need to be buttoned up. Said six people going, six people went. Here are the receipts. But we do already have prior approval for that.

FRANK GAFFNEY: We also requested for Stage Brush in February as long as they meet the agenda.

STEVE DEBRUHL: That was an issue last year.

PINKY HARRIS: It's fixed this year.

HERBERT READO: We fixed it. Took that gambling thing off that agenda.

FRANK GAFFNEY: We had it approved until RSA got the agenda and rejected it. Any open discussion?

BRIAN ANTOINE: I have been waiting for some equipment for months, waiting for things to get set up and information about combining locations. I have been told they will look into helping me get up to that level that Steve mentioned. But my emails and phone calls are going unanswered. I am trying to figure out exactly where do I stand since all I have is six vending machines. I'm sorry, 12 vending machines that are low performing. Two in places they have 80 employees combined and they are outsourced so really not in the building. Maybe about ten or 15 in the building. At the capital annex still waiting for them to take the equipment out. Told by the 22nd of June but that hasn't happened. And the equipment I get is usually old, broken. The credit card readers I haven't gotten, the gumball machines. A lot of the items that was discussed here I am getting none of it and not getting any phone calls. Just trying to figure out what is happening and what is the agency proposing to do to help me. Like Steve just mentioned a minimal base of at least 25,000 a year.

STEVE DEBRUHL: The annex itself that was all set up to be picked up, you cleaned everything up, ready to go but then Nathan decided he wanted to retire. We don't have anyone to drive the vehicle. We did post the position. Nothing moves fast. But the position was approved, it was posted. 133 people applied. Probably went through a hundred of them. Five interviews set up. The last minute two of the five bailed out. We do have three quality candidates. Do our due diligence. Try to interview a few more. The person most of these people, few of them have employment. Two week window after we do that. Hopefully we have someone in the position within 30 days. In your case remove that equipment cause you want to close the snack bar, not making any money. Set that up for the vending location. I did actually go across the capitol spoke to the lady about going up in the very top cause I guess we used to have a snack shop long ago.

SHELLY LEJEUNE: Souvenir shop.

STEVE DEBRUHL: Empty now. Kevin and I went over there they won't let us up there. Want to go back. I don't know if that's even worth pursuing. You have to take a second elevator. Talking to Malcom at Department of Corrections. He said he would rather go downstairs because you have to take a second smaller elevator which he said he's somewhat claustrophobic and it would get hung up sometimes. The vast majority people that go up there now are school kids on field trips and such. That's not really a great opportunity to sell any kind of food. We have taken a look at it.

BRIAN ANTOINE: Based on the letter I sent the purpose is not food related, but gift shop related. And over 1700 students a week that go up there. They stay up there for a period, they bring them up in sections and they stay up there.

STEVE DEBRUHL: They moved the gift shop downstairs because they weren't making any money up there. It's across from the snack bar. They have a gift shop downstairs. My thought was instead of people going downstairs they go upstairs. The elevator takes you to the top floor and you have to transfer. It's a smaller elevator.

BRIAN ANTOINE: Can I ask you a question. Are you talking about the glass table right outside the cafeteria.

STEVE DEBRUHL: Also an office back over there too.

BRIAN ANTOINE: I have been like I mentioned to you they asked me several times‑‑

STEVE DEBRUHL: I don't know what letter. I have never not responded.

BRIAN ANTOINE: The email.

STEVE DEBRUHL: The last one I got was in reference to that thing up top.

BRIAN ANTOINE: The point is not trying to be argumentative.

STEVE DEBRUHL: Yeah, you are.

BRIAN ANTOINE: There are no gift shops. I spent a lot of time upstairs on that plaza you are talking about me and my son and we count the people how long they stay up there and most times people are asking me, not just staff members, but also patrons of that place asking where is the gift shop. And that one is combined with two with another location. So if you actually get that you get the location across the street. I forget the name of the building. Two gift shops you get. And the past they have done pretty well.

STEVE DEBRUHL: It's their gift shop. The woman did tell me whatever we have to do we have to send a request and has to be approved by the governor's office, speaker of the house and the president of the senate. Need to be buttoned up. Honestly, I don't know if it's worth it.

BRIAN ANTOINE: When I spoke with Kevin he mentioned they would be willing to combine another location because of how things are going. So where do we stand in that process.

STEVE DEBRUHL: Your location is your location currently. We're not looking to merge any location with you at this point. Maybe an opportunity come up in Baton Rouge, but at this time there is no location to merge with your location.

BRIAN ANTOINE: When Kevin and I spoke with Louisiana Workforce whatever happened with that?

STEVE DEBRUHL: You missed the meeting earlier. We're trying to take that from being a third party to a manager location and Herbert is working with us on that. In the process of shopping for kiosks and making the transition from third party. Herb is going to serve as interim manager. Probably put that out to bid six months, eight months from now once we get it set up. You will be welcome to bid on that when the time comes. We're not looking to merge that one yet.

BRIAN ANTOINE: When I spoke with Kevin and also spoke with you you were saying initially if there was something out like they have done with other locations combined with other managers and he said y'all were working on something, that's not the case. You just mentioned my location is my location. So am I to surmise the conversations we have had on that just kind of fell off, nothing being done?

FRANK GAFFNEY: That all depends on the managers and right now we have three managers looking for a job that don't have anything.

BRIAN ANTOINE: But the question is the conversations we had when I was told you would be working with me to help me out that's not happening now.

STEVE DEBRUHL: The one option I gave you was to take over the department of ag and you decided you didn't want to do that. That was around that same time. If you go out and you find a new location, like Frank talking about a new ship yard, we'll be happy to go out and search for you. As far as LWC goes that's not going to be combined with anything. It's own free standing location.

KEVIN MONK: Maybe that could come down the road. As it stands right now there's nothing available to combine right now. And certainly if there is anything to combine we do bring it to the committee and get a recommendation from them as well.

BRIAN ANTOINE: And the department of ag I didn't quite understand.

STEVE DEBRUHL: Gave you the opportunity to satellite that and you decided you didn't want to do it. That was an opportunity we did provide to you that you decided against.

BRIAN ANTOINE: A difference on opinion how that went down. I didn't decide not to. You decided not to let me.

STEVE DEBRUHL: You can generate your own leads we will be happy to follow up for you. We're always trying to find new locations. It's incumbent upon you to make the most of what you have. When Kevin and I went and visited the capitol that day, wasn't going to bring it up, you had Pepsi, dr pepper and diet coke in there. All in the machine. You had a lot in there, but that was all that was in the machine. Service what you got and try to add to it. And as far as the credit card readers we will make sure you have those as soon as possible.

BRIAN ANTOINE: You answered my question, thank you.

STEVE DEBRUHL: One thing I was going to bring up was the Department of Corrections. I didn't know about Janice having surgery. We got approached by Malcom who used to work at the health department. He is assistant secretary. They want to try to revamp what Janice has over there. She has been frying on a flat top grill and smelling the place up. It's not really set up for that. The only way we can do that is just not cook. But he is saying he could provide the labor. He's willing to make the infrastructure changes we need. We had the restaurant designer put together a package for us. The biggest thing is a hood which was about 4,800‑dollars. The biggest thing was a double oven. Everything else was kind of using what we have now. But installing the hood, the hood cost about 6‑foot hood 46 to 4800. 3500 to put the labor. He has agreed to pay for the labor and install that and run all the electricity. Michelle and I are working on a list of products and services. A situation we have Janice is she even over there.

MICHELLE DUNCAN: Mr. James is running the place. She did have the surgery on Thursday on her foot. That was last Thursday. Mr. James, her husband, is running the place and she does have an employee that is still there.

STEVE DEBRUHL: That's one we can help to try to grow. Spending the money to give new equipment, put that vent in so she can actually cook. And they are helping with the cost of that. I explain to them spent a lot of money for a location that's not doing very much. I need to get the commitment from them that they're not going to call major menu. One thing we're working on. Terrebonne Parish court house, we mentioned earlier about Kenneth, been there since 74. It's one of these court houses probably built in the 30s, steps going up, steps on the other side of the building. A homemade ramp on the side. Not really wheelchair accessible. Bring that up because in the Houma area we have three people, Robert, Susy who is at the school. Fletcher Community College. Which actually built a new campus and they cut us out of that. Susy is not doing very well at all. But she is in a wheelchair. I've spoken to her about possibly taking Kenneth's place combining those two locations and try close to making something. She is probably making about what Kenneth is making which is not a lot. But physically I don't know if she would be able to handle that. I was going to talk to her about it. Try to call her, she won't answer the phone. Paul talked to her. He understood her to say she's having her kidneys taken out. Unless they are putting one back in. She was in the hospital on Friday. At this point I talked to the people down there about continuing the stand and operation. But again, it's a challenge. Might be an opportunity to grow the business once you get in there. But that's an opportunity I don't know how many people would bid on the stand that does 6 7,000 annual sales. Right now really Kenneth is there, sale coffee fifty cents and a bag of chips and a coke. Not set up, it's actually in the hallway of the courthouse. Dedicated section, but no security no drop down. It's everything just out there. I don't know if you would want to pursue trying to make that viable or if we should close it down and give them permission to get somebody else in there.

SHIRLEY B: Don't give you opportunities to relocate?

STEVE DEBRUHL: Actually we did relocate it. Start security when you walk in the first door right there we had the old cabinets and stuff like Byron has in his place. Removed all that and the parish actually built a nice counter top with a sink, just a hand washing sink. And a display case, single door, coffee maker and that's about it. Don't have a lot of equipment. Very old building. The vending machines we don't have any vending machines. They do have some in the jail which is adjacent that Kenneth had a long time ago. The sheriff took back and a few more the sheriff has. Get the machines from the sheriff to make it viable. What I was going to do is talk to the judge. I talked to the parish president he said whatever the chief judge wants to do that's what he wants to do. He was enthusiastic, but at the same time get someone to operate that stand is going to be a big challenge. If Susy was able to physically get over there and do it. At this point I don't know exactly what her health situation.

EMMA PALMER: A good idea just to talk to them. Let's not shut it down when we got people in training getting ready to come out not going to have anything.

HERBERT READO: How much employees?

STEVE DEBRUHL: Three story courthouse. When you walk in you have the clerk's office on both sides. And then they have a couple courtrooms above. And then like the back door a second story bridge that goes over to the adjacent building and they have the sheriff's office over there. The machines in the prison that will do well. Kenneth had that for a while for whatever reason. Again, that's a parish facility. Actually owned, yeah parish facility. The Randolph Sheppard act doesn't really apply to that parish facility. I've looked under ordinance for Houma and Terrebonne Parish. We're in the courthouse because that's part of the state.

SHIRLEY B: The jail people usually take that back cause they see how much money you make with that and they want that money.

STEVE DEBRUHL: The stand itself is not a viable location.

HERBERT READO: There's no machines on his side where he was at? What's a possibility of putting machines in that spot.

STEVE DEBRUHL: It's possible. That was kind of the purpose of the stand, basically a vending machine, a human vending machine. Sometimes he would try to sell sandwiches, but doesn't have the refrigeration. He had a bad coke dispenser.

SHIRLEY B: He's not very secure.

STEVE DEBRUHL: No. Like sitting in the hallway.

SHELLY LEJEUNE: All the old courthouses were that way.

EMMA PALMER: Didn't he have a room he pushed everything in at the end of the day.

STEVE DEBRUHL: That display case has a lock on it. You can put your candy up there. He started there it was a different program back in those days.

SHELLY LEJEUNE: What is the prospect for someone bidding on it. Do we have to put it out to see and then take it from there.

STEVE DEBRUHL: I could. Geographically an area, not like it's in Baton Rouge that other managers can satellite.

FRANK GAFFNEY: Right now the people we have in New Orleans that are there.

HERBERT READO: I say give it to John.

STEVE DEBRUHL: If John wants to satellite for us.

FRANK GAFFNEY: I can tell you this, one day when I talked to John he said I will go over and take a look at it and we will take care of it. And the next day Paula said no.

EMMA PALMER: Maybe if he go and talk and let them know without the machines we may have to let the snack shop go.

STEVE DEBRUHL: I'm going to tell him it's not a financially viable situation. If we can get some vending machines or other locations. There is a parish building over there very tall, says parish building on the side. There's vending machines in there.

SHELLY LEJEUNE: Who is doing those?

STEVE DEBRUHL: Some local. I'm going to start with the judge and see where we go. At this point let it lie till then. I will follow back up. If we can pick up seven or eight machines then we could make some money. As it stands now.

FRANK GAFFNEY: Any other open discussion? Next thing is subcommittees. I passed out a list to everybody of subcommittees. If there is something you would like to be on fill it out and give it back to me. As it stands right now I just make what's on the list we have. At the present time budget is Pinky, constitution and bylaws is Emma, inventory is Earl, location merger is Shelly, new facility development is Herbert, policy and procedure is Earl, road sides is Frank, training is Herbert, vending is Candice, upward mobility training Shelly and insurance is myself and David. If anybody wants to be on any of those committees or want to chair one of those committees you have the list and just let me know and I will make adjustments. The next thing on it is district concerns. District one is Candice.

CANDICE LINVILLE: Nobody had any concerns that I spoke with. Mike wanted to thank me again for giving up Federal City. That was pretty much the only thing that was mentioned. I meant Delgado City Park. I was awarded Federal City and I handed it to Mike. I don't get a hello, I get a thank you very much, have I told you thank you for Federal City.

PINKY HARRIS: Everybody is good. Don is happy he is going home. Robert number I was given didn't work it just dropped out, it didn't ring. It didn't say it was disconnected. The one I had ended 0089. Alex is happy with his new square. He does want to know if there is anything else he can do because he has lots of energy and wants to make more money.

FRANK GAFFNEY: He can go to Houma.

PINKY HARRIS: I will pass that on. Everybody else is fine.

STEVE DEBRUHL: Alex is doing well. Alex had a clover system. He went to Sams and end up buying it through them without checking with us. Some kind of lease purchase deal. Eric last month square the expense was like 67. Clover a hundred dollars a month paying to clover plus commissions 165‑dollar. Saving a hundred dollars a month just on the commissions. Cause the way clover was one amount for master. A gold master card was a different rate. And a different transaction fees. The car dealership is putting somebody together. But the square is very simplistic. Like I said, they work well. One thing we want to offer you guys. What we were spending on these talking cash registers that never worked about what it cost to get square set up with a credit card reader and everything else. Eric has a good location, good supplier of those. If that's something you would like to incorporate in your stand that's on the budget to do this as well.

FRANK GAFFNEY: Georgia went to issuing all the managers the square systems about 6, 7 years ago.

PINKY HARRIS: Zach was all over that.

STEVE DEBRUHL: Can be accessible on the iPad.

PINKY HARRIS: You can set them up to do whatever you want. Make it a store, online ordering, use inventory control, your financial.

EMMA PALMER: You have to have internet in the building.

PINKY HARRIS: No. I have my own jet pack and providing my own hot spot.

STEVE DEBRUHL: You had yours set up with the printer. Print in the kitchen, the court house.

ROCKY: The way it was set up a square register with a printer in the front and had a separate unit set up in the prep area that displayed online what the order was. And two ways the order was taken online then immediately go to the register and flash in the back what the ticket was. And clear off with the front register cleared it off because the ticket had already been paid for. Or if it was a manual, onsite the front register would register the ticket and it would take the payment the ticket would flash on the back, but then have to manually key out the ticket from the back.

PINKY HARRIS: Basically using a separate.

EMMA PALMER: The one at Able say it's voice activated through the iPad.

PINKY HARRIS: Our secondary pad was android driven. So it's not.

STEVE DEBRUHL: Mike has them at Federal City. Talk to Pinky about it. If it's something you want, something you think you can use happy to get it for you.

EMMA PALMER: The one we have at Able what if a manager want to get over there and trained on that and get it. Is that an LRS issue or Randolph Sheppard do it.

KEVIN MONK: Typically LRS and open a case and should be fairly painless to do.

EMMA PALMER: Talking about Jackie. Let me ask you this, even if I went through and got that approved to go to Able and train on it who buys the equipment.

MICHELLE DUNCAN: We would buy the cash register. You would go through LRS to get the training for that cash register.

EMMA PALMER: And I would provide my own hot spot?

MICHELLE DUNCAN: Or data plan if it's an iPad get a data plan on it.

FRANK GAFFNEY: If you have the iPad that can be used for the phone system. There is two different iPads.

PINKY HARRIS: My mini four was 400‑dollars. The one with ATT cellular was like a thousand.

ROCKY: All of our phones are equip with the same square account. If the internet goes down at her location she has the backup with the phone with the card.

FRANK GAFFNEY: This is that 12‑inch iPad. It's only for wifi. ATT if it's the iPad data compatible it would have cost me 10‑dollars a month to add this on.

PINKY HARRIS: But the iPad unit is significantly more.

ROCKY: Square came out with an online register solution now so you don't actually need the fiscal register. What you can do go to the app and give you the full register function without having to buy the register. The only downside to that is that you need to have continuous activity with the app in order to be fully functional. The advantage get all the functions of the register. Keep in mind the regular square app is only limited to certain functions. Where the register function through the web or through the regular register like Pinky said has inventory control, payroll. And you get that from the website, but you have to have continuous connectivity for that. Pretty good deal.

FRANK GAFFNEY: Next on the agenda is Ricky who is excused we all know.

MICHELLE DUNCAN: Today is his wife's services and they started at 11.

FRANK GAFFNEY: The next person is district four, Shelly.

SHELLY LEJEUNE: Basically here in Baton Rouge most people were getting their credit cards and getting them set up. And one issue after another and contract that sort of thing. That's basically all it is. Probably both areas.

EARL HEBERT: I talked to all my managers. Everybody said they are doing all right, no questions, no comments. Everybody got stipends.

FRANK GAFFNEY: As soon as Earl got his in the mail, in his bank I got a phone call Christmas came.

HERBERT READO: Everything is good. One was a comment the notice that went out for the meeting they didn't get it until yesterday.

STEVE DEBRUHL: We'll make a plan to send it out two weeks prior. If you send it out too soon it gets thrown aside. Try to shoot for at least five days.

FRANK GAFFNEY: Allow seven. Two days longer to Shreveport than it is to here. Next one is Emma, district seven.

EMMA PALMER: The only one I got in touch with was Willie he said everything was good, just wish the stipend was a little bigger. That's all I had.

STEVE DEBRUHL: How is Joseph Davis?

EMMA PALMER: I hadn't talked to him. He call Frank all the time.

FRANK GAFFNEY: He says he's doing fine. They've given him some more machines, different locations up there. Of course he was complaining, and I knew what he was talking about as soon as he said it, must have set up like five deep and that's what they sent him. Little bitty machines. I said the only good thing about those they've seen a lot less use because nobody wanted them. Other than that as far as I know he is doing okay. Next thing is date for the next meeting. In December I know we have holidays. These are the Fridays that are available. The 7th, the 14th, the 21st and the 28.

STEVE DEBRUHL: The seventh is Pearl Harbor day.

SHIRLEY B: Can it be in January?

FRANK GAFFNEY: No, has to be in this year.

STEVE DEBRUHL: Shoot for the 14th.

FRANK GAFFNEY: I knew the twenty‑first and the 28 wasn't going to go. Fourteenth. Any objections? Do I have a motion.

EMMA PALMER: I make a motion the next meeting be December the 14th.

SHELLY LEJEUNE: I will second that.

FRANK GAFFNEY: All in favor. Adjournment. Do I have a motion.

SHELLY LEJEUNE: I make a motion this meeting be adjourned.

EMMA PALMER: I second.

FRANK GAFFNEY: Any opposed? All in favor. All right. Call to order trust fund. Committee people.

HERBERT READO: Herbert Reado, Alexandria.

PINKY HARRIS: Pinky Harris, New Orleans.

EMMA PALMER: Emma Palmer, Shreveport.

EARL HEBERT: Earl Hebert, Lafayette.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

CANDICE LINVILLE: Candice Linville, New Orleans.

STEVE DEBRUHL: On behalf of LWC Chauntey Carter, Michelle Duncan, Steven DeBruhl, Kevin Monk and Melissa Bayham all present.

FRANK GAFFNEY: We appreciate you coming Melissa. Then guests.

TIRANDA WHITE: Tiranda White.

BRIAN WHITE: Brian White.

LYNN BLANCHARD: Lynn Blanchard, Affiliated Blind.

SHIRLEY B: Shirley.

BRIAN ANTOINE: Brian Antoine.

BRIAN ANTOINE: Brian Antoine.

ROCKY: Rocky.

TAMISHA: Tamisha, Randolph Sheppard.

PAM GAFFNEY: Pam Gaffney, Shreveport.

FRANK GAFFNEY: Steve or Kevin with the budget.

STEVE DEBRUHL: Currently as of four days ago balance was 686,495‑dollars and 60 cents in the trust fund.

FRANK GAFFNEY: Wasn't it 500 something last time.

STEVE DEBRUHL: Yeah, we dipped down. That includes expenditures 185,000 in September. Which a lot is the stipend checks. Protect ourselves from Blackstone. Again, that is always a challenge as far as locations. Locations we could flip into a manager location. Pay the money out of the trust fund to do that. As it stands now that's the balance. We didn't get that much from Blackstone, about 74,000 last year I think it was. The year before over 150.

FRANK GAFFNEY: A question I was going to ask, all the money we were supposed to get.

STEVE DEBRUHL: That was a big deal back in those days. University Medical Center in New Orleans is kind of replaced that money. A very steady source of income. Chauntey the spreadsheet of the income. I can start emailing that to you. Chauntey does hers, I got Eric breaking it down more specifically by federal and state locations which we need for the federal report. We should have that done for the entire year. That's something we have to put on the federal report. So we had to wait for this year to be over with. The checks for September usually come end of October. So by the end of October all the third party revenue for the year. Need that to do the RSA report. What I can do send you that spreadsheet. Still a challenge in some coke locations. A lot of them working with them. Some come back and say Randolph Sheppard or say state police. But we kind of figure out who is who. But a lot of them just say Randolph Sheppard. We're working with coke. Always a challenge talking to the right person. Just try to get them to change the name from Randolph Sheppard to Lafayette Parish Court House for example. See exactly who we are getting the money from. Some say post office, we have to figure out which post office it is. Going back trying to retro fit. I have tasked Eric with that. He is an old bank teller. He is good with that. Anybody wants a copy I can email to you as well. That just shows the revenue coming in. Doesn't show any expenses, just the checks where they are coming from. The revenue we were getting for LWC that's going to go away when we switch it over. But again, because of the expenses for micro market we would have done better off if we just closed that down and got the commission from the machines. Same time we've had a year and half, two years in the micro market. People know it's down there and they are using them. Kind of been down trending as we are going.

FRANK GAFFNEY: At that time we had to do something for workforce. They wanted something.

STEVE DEBRUHL: They still want something. We want to give it to them. Our plan now is a solid one.

FRANK GAFFNEY: Any questions from anyone? Anything else on it Steve.

STEVE DEBRUHL: Really about it for that. Just very mindful also working with Stephen Johnson who is in charge of the books. Sometimes a check will come in Chauntey won't get a copy of so I'm also getting a copy of our actual deposits. If money comes in across the street and goes in our account that way I got a list of every deposit that goes into our account. That includes third party checks or managers when they pay anything. That's about it.

SHELLY LEJEUNE: In all these third parties do y'all or the committee have any idea on prices and percentages and what we actually getting from every third party.

STEVE DEBRUHL: For every location there should be an agreement. Part of my time there ever since I have been here when we have a location send out a bid process, in New Orleans used to be Long Leaf, Refreshment Solutions, couple other ones. Refreshment Solutions pretty much bought everybody out at this point. A breakout, the percentage. I refer to that when we get our check. They sent us a statement that shows the gross sales of machine, total gross and then the percentage it sales. They do have to provide us documentation.

SHELLY LEJEUNE: I remember a while back we pretty much went to coke here in Baton Rouge made them raise prices.

STEVE DEBRUHL: Like NASA Refreshment Solutions wanted to raise the price to 2‑dollars, like a dollar fifty on candy bars. They have I think 18 machines and Bobby has about 24 machines. I thought it was a good opportunity to raise prices, but he wanted to keep his prices at 175 to get that business.

FRANK GAFFNEY: It helped his business.

STEVE DEBRUHL: Two‑dollars that is what Robert is charging in Houma. He's doing pretty good. I think that 2‑dollar threshold has been crossed. Dollar fifty seems to be the next price for candy bars.

CANDICE LINVILLE: Vistar went up on all their candy. I went to 135 just last week. It's 71 cents a unit.

FRANK GAFFNEY: She has to buy hers from Vistar because of transportation and it's 75 cents. Sams is 60, 61.

CANDICE LINVILLE: But their dates are always so sketchy.

FRANK GAFFNEY: I don't have that trouble with the candy. With the chips from Sams they're going to be out of date when you pick them up.

CANDICE LINVILLE: I had mentioned it to Frank. My truck comes out of Vistar in Houston. I have been having a problem for the last year with them I have had the same driver probably 15 years. Even when I switched from the north or south shore so did he. What's happening they are losing the RFs between when the driver goes back from making our delivery he drops them off. When he gets to the warehouse between there and accounting they are getting lost. The RFs are the return stuff. When they are short on an order they write us an RF crediting us for that account. That way you don't have to pay for something you didn't get. They are losing that at Vistar. Sent me an email telling me I owed them 300 dollars because I was taking, I wasn't paying, short paying the drivers. Which they are all signed paid cash. Anyway, out of good faith I sent them a check for 300 something dollars. I have been doing business with them for 25 years. And they went back like a year and half. It was something my records were up in the attic. Anyway, they send me another one telling me I owe them money again. I have been in touch with Vistar with Annie trying to figure out where the breakdown is. She came and saw me a couple weeks ago and she said something is happening when the driver gets back that RF isn't staying with and getting to accounting they are telling me. When my driver came yesterday he said it's happening all over now cause he is hearing it going with all these stops. What Annie told me to do take a picture of the invoice saying paid cash with the RF and the money and send it to her. That's ridiculous.

EMMA PALMER: We sign and they take it directly out of the account.

CANDICE LINVILLE: That's why I don't want to let them take money out of my account. It's when they are shorting me.

EMMA PALMER: Once he write that sheet and you see it when they do take the money back.

CANDICE LINVILLE: They're losing the RF. He is turning it into Vistar when he hands in his money. For people in our program that order from them need to be aware. It's not just me, it's just a breakdown somewhere.

SHIRLEY B: Some of those drivers don't have credit slips. We have a different driver every week.

FRANK GAFFNEY: We're in trust fund. I do have one thing to put in that I forgot myself under road sides. Paul Hebert is still without a job. It's three years now. If anybody is worried about not making any money he has been out for three years now. And the assistance we gave lasted two years. Job should have never taken two years. That was 18 plus the extension. Right now they are guessing maybe November.

STEVE DEBRUHL: Paul got an email from the project manager says I can guarantee you I will tell you the day after we open. Those machines we had still not determined they are going to be inside or outside this new location. Put down probably two outsiders for him down there anyway. Getting ready to order those. Probably order them cause it takes about three weeks to send them to us. May go ahead and order them. That's going to be one of the RSA pre approvals on this next batch. Have them sitting at the warehouse and then pay when he delivers. Have them ready to go. Now they are saying maybe November.

FRANK GAFFNEY: According to Sam, cause he gets this information cause they have meetings there apparently, is that they have cut back on the amount of machines he is going to have and they are in the back not even facing the front.

STEVE DEBRUHL: When they redid Slidell went from having I think he had 12 machines to 8 machines. Put them all in one location.

FRANK GAFFNEY: They are cutting me. Haven't said how many machines I can have, but only gave me three plugs. They did it in 2008 and 9. It's federal money, not state. Really they are correcting mess ups they did the first time. They did Terry's and redid Terry's. What they redid at Terry's is what they're doing to me now. Replacing all the air conditioning. That place since the person who built it the ones that redid it a problem ever since. Turn on the sprinklers and turns off my breakers. Any other questions on trust fund? Being no questions, do I hear a motion to adjourn?

SHELLY LEJEUNE: I make a motion trust fund be finished.

EMMA PALMER: Second.

FRANK GAFFNEY: All in favor. Adjourned.