Blind Vendors Trust Fund

Quarterly Meeting

September 9, 2022

FRANK GAFFNEY: Call to order. Call this meeting to order. Roll call.

SHELLY LEJEUNE: Shelly LeJeune, Baton Rouge.

CANDICE LINVILLE: Candice Linville, New Orleans.

EMMA PALMER: Emma Palmer, Shreveport.

HERBERT READO: Herbert Reado, New Orleans.

EARL HEBERT: Earl Hebert, Lafayette.

FRANK GAFFNEY: Okay. Review of agenda. Like before, I read it. Shelly's read it.

SHELLY LEJEUNE: Yep. I read it.

FRANK GAFFNEY: Anybody else is interested just contact Steve or myself and we'll forward it to you. Approval of the minutes.

SHELLY LEJEUNE: I move that the minutes be approved.

CANDICE LINVILLE: I second.

FRANK GAFFNEY: All in favor?

{Collective aye}

FRANK GAFFNEY: Opposed? Okay. New business. First one, trust fund monthly income.

STEVEN DEBRUHL: I think Chauntey passed the statements. But they're a little hard to read. The very last one is the balance of the trust fund as of Thursday September 8th, which was yesterday was $698,461.26. That does include some of these stipends coming out of there. Don't have the exact number as of yet.

FRANK GAFFNEY: The ones that went direct deposit.

STEVEN DEBRUHL: Exactly. As far as the collection so far this year on commissions, we collected 232,000 as of yesterday. That's about what we were last year. We're off a little bit. Eric's been breaking it down. When we get a check in, he's got a little spread sheet. He doesn't have this last batch which would be about another 10,000 bucks. But of 219,000, 163,000 came from state property and 52,000 came from federal property. That's at third party. RSA has said also that we're not supposed to be doing third party on federal property. That money's supposed to be going to managers specifically, but if you have an agreement in place you don't have to transition out yet.

FRANK GAFFNEY: I questioned that on my chat line again.

STEVEN DEBRUHL: What are you hearing?

FRANK GAFFNEY: Nobody's done it.

SHELLY LEJEUNE: Nobody.

FRANK GAFFNEY: They still got, Pennsylvania still says all they got to do is divide the money out to the managers.

SHELLY LEJEUNE: Exactly what some of them are doing. They actually said that.

FRANK GAFFNEY: Which they can't do.

SHELLY LEJEUNE: They did. They get a check every year.

FRANK GAFFNEY: Yeah.

SHELLY LEJEUNE: I heard that too. Steve, if you don't mind, I have a question. Earlier y'all brought up the thing about hospital in Lafayette.

STEVEN DEBRUHL: Okay.

SHELLY LEJEUNE: Do y'all have an idea of what they owe us?

STEVEN DEBRUHL: Well, go back historically and look at what we were doing. We were getting between the snack and drink probably like 800 and a thousand. Like 1,800‑dollars a month. It was pretty solid. You know, different months changed. There was a time when Robert was there, you know, we had a location there and we still had the vending machines. Ever since he left that's when we had them on third party. They had that one snack and drink by the emergency room. That one was always banging. What we will do is we'll go back and look at what we were getting prior to those guys putting the kibosh on it.

FRANK GAFFNEY: Possibly 30,000 a year? Something like that.

STEVEN DEBRUHL: Probably in that ballpark, I think. At least 12 to 1,500. But I think it was more like 1500 to 1800 to 2000 depending on the time of the year. In summer it was always much bigger.

SHELLY LEJEUNE: I forgot to ask that earlier. I said I need to find out. Give us an idea of how much.

STEVEN DEBRUHL: Well, that's what we're losing too. If we get that back plus what, you know, they took away from us that will be a big hit.

SHELLY LEJEUNE: Steve, did you say that Mica went through that list of property from Lafayette area?

STEVEN DEBRUHL: Actually, I did that.

FRANK GAFFNEY: Oh, you do that, okay. Do we have anything coming in from those?

STEVEN DEBRUHL: We did have a couple. A post office or two. Not a post office, but a DCFS. But a lot of it we're not on it. And LSU themself, they have an exemption from the law. But I just went on Caddo Parish website and put in State of Louisiana, and I get something back from Louisiana Department of Agriculture, Louisiana Department of Health and Hospitals. So again, that's the tax (inaudible). That's the strategy we're going to use. You're paying taxes on it, you own it. But a lot of these things are kind of nebulas.

FRANK GAFFNEY: Yeah.

STEVEN DEBRUHL: Cause they could actually have either Google maps or the surveyor map. Might be a bus barn or just might be a yard where they're keeping equipment or stuff like that. Nobody there. But it's a good opportunity to start using that as a way to prospect for new business. That's what we're going to be looking at. What else you got, Frank?

FRANK GAFFNEY: Unfinished business. We don't have any.

STEVEN DEBRUHL: You got blind vendor trust fund source of revenue data. Which is what I provide to you guys. So there is one for commissions, a statement on there which has a running commission of it. And then also Eric takes it to another level. What I could do is I can provide you guys with a copy of that as well. But a lot of these Excel documents they're on multiple tabs so it's kind of hard to print the whole thing out. Are you able to use Excel on your computer?

FRANK GAFFNEY: No. If you think about it, send me that Georgia thing differently. I couldn't read it.

STEVEN DEBRUHL: Okay. The RSA review?

FRANK GAFFNEY: Yeah.

STEVEN DEBRUHL: Okay.

SHELLY LEJEUNE: Every now and then y'all end up sending something that's an image. Can't read that.

STEVEN DEBRUHL: Mica can make everything accessible. A PDF, he has a program. If you have the Adobe Pro Acrobat, which he does, he's the only one that does. You have to pay extra license for that. I can definitely send that out with him. I don't know about how an Excel document works. Are you able to navigate that at all or?

FRANK GAFFNEY: Well, for voc rehab I'm putting in for a 17‑inch laptop that I can get closer to. My regular screen computer by the time you got the keyboard out there and everything I can't get close enough up to it to look at it. I want to get one of those 17 inch, call it two and one where you can get the keyboard out of your way and turn the screen around. And I don't need all those fancy things so I can get them pretty cheap.

STEVEN DEBRUHL: Part of the problem is you're using Apple so Excel's a Microsoft program. Sometimes you'll have like Excel for Apple, but it's not the same. Might be easier once you get a PC. Cause having a Windows operating system, probably better off.

SHELLY LEJEUNE: I do just about everything on my phone. Except for the images, only thing I can't read. Read everything else.

FRANK GAFFNEY: Open discussion.

STEVEN DEBRUHL: Let's talk about vacation pay. We haven't been spending a ton of money other than the stipends and a few things for Candice over there. But other than that we haven't been really spending a whole lot of money. Let's just say we have 700,000‑dollars right now. The good news about the stipend, Chauntey, how many do you think we had total?

KEVIN MONK: Thirty‑nine.

CHAUNTEY CARTER: Thirty‑eight or 39.

STEVEN DEBRUHL: In the past we were doing retired managers.

FRANK GAFFNEY: Is that counting Tracy?

KEVIN MONK: Tracy would have been the 39th one, I think. Actually, 38 to date and then when Tracy qualifies it will be 39.

STEVEN DEBRUHL: Tracy will make one year of service at the end of December. So she'll basically get half, you know. She'll get 1250 cause she'll be on the job for one year and then give her six more months left to that fiscal year. But in the past, you know, we were paying the retired managers. That was another 20, 30 of those. So I'm not exactly sure how many stipends come out of this total of 700,000. Let's see here. Did you have a number in mind, Frank, of what you thought it would be?

FRANK GAFFNEY: No.

STEVEN DEBRUHL: We did 500‑dollars per manager, and we have 39 managers.

FRANK GAFFNEY: First one I did was 750 and then somehow we went down to 500, but that's when we put in depending on availability.

STEVEN DEBRUHL: All right. Say we did 500‑dollars a person times 39 managers, counting Tracy, that will be 19,500‑dollars that will come straight out of the trust fund. If you did 750‑dollars times 39 managers that would be 29,250‑dollars.

FRANK GAFFNEY: I would vote for that.

SHELLY LEJEUNE: Just stick with the 500.

FRANK GAFFNEY: No. I would go with the 750 cause we can come down easier. If the money's there now, do the 750 now. Cause next year it might not be there.

EMMA PALMER: We can't hear you, Frank.

FRANK GAFFNEY: Sorry about that. I'm voting, Shelly is going to make a motion that we do 750‑dollar vacation pay.

STEVEN DEBRUHL: What is the timeframe on that motion, that would be dispersed beginning of the‑‑

FRANK GAFFNEY: First of the year.

STEVEN DEBRUHL: First of the year or December?

FRANK GAFFNEY: First of regular year, December.

STEVEN DEBRUHL: Okay.

FRANK GAFFNEY: That would be a good Christmas present too.

STEVEN DEBRUHL: That's kind of what I was thinking too.

SHELLY LEJEUNE: First week of December. All right. I move that we do the vacation pay at 750 to be issued at beginning of December of 2022.

FRANK GAFFNEY: Do I hear a second?

CANDICE LINVILLE: I'll second.

FRANK GAFFNEY: We got a second. Candice. All in favor?

{Collective aye}

FRANK GAFFNEY: I know I ain't going to hear a nay. All opposed? Motion passed.

STEVEN DEBRUHL: So what we'll do is I'll get with RSMAs, we'll go over everything. But basically, it's going to be exactly the same thing we did with the stipend payment. Going to need to sign it.

KEVIN MONK: We got to have a vacation policy to be approved. Which I'm assuming is going to be pretty similar to the medical.

FRANK GAFFNEY: Yeah. That fits in there perfectly.

KEVIN MONK: We'll have to pull that and look at that and make sure we get all the approvals and everything we need.

FRANK GAFFNEY: Cause that would still be the same thing like vacation pay. You haven't got a whole year in, you only get that part.

SHELLY LEJEUNE: Follow the same guidelines as stipend.

FRANK GAFFNEY: Might tweak it if need be.

STEVEN DEBRUHL: Tracy's case she'll still be like 11 months at the beginning of December. So maybe we can just wait, and she'll get two checks.

SHELLY LEJEUNE: Same scenario, we have to sign for it and send it in?

STEVEN DEBRUHL: Right. And Chauntey put them in, Kevin approves them and go from there. Should be a lot easier since Michelle got everybody set up on lagov. But as much as we did, there's going to be somebody whose stipend check goes awry. We haven't heard back from anyone yet. Probably the next week or two, I haven't got my check.

KEVIN MONK: We're going to have to make sure that we get the proper approvals because RSA did a Q and A document and any changes to the use of set aside funds they want to look at. And so we're going to make sure we get all that done.

FRANK GAFFNEY: We should be way inside legal.

KEVIN MONK: Hopefully.

STEVEN DEBRUHL: Well, it says in there set aside funds can be used for vacation pay. It says in the law that you can use it for that. Medical insurance. Fair return.

KEVIN MONK: I'm thinking they're going to want to see the new policy that we have on it. But we'll see. I'll try to work it out.

STEVEN DEBRUHL: We'll definitely get on that Monday.

FRANK GAFFNEY: And then when we get more money we'll work on sick pay. One thing at a time.

STEVEN DEBRUHL: The point of that, you know, if you guys are doing your own repairs, we can start putting this money back out to everyone. But somebody gets 750‑dollars for vacation pay, they're not going to want to spend it on their ice machine, I can tell you that right now. Want to go buy Christmas presents for their favorite RSMA.

FRANK GAFFNEY: Cause we're still, like I told Melissa, we got at least 2/3rds of our managers are at or below poverty rate at this present time.

STEVEN DEBRUHL: If you based it just on the revenue of that stand. But if you get social security disability, this, that and other things, might skew your numbers.

FRANK GAFFNEY: Last I figured if you have with one employee you have to run about 65,000 in gross sales. And on my insurance papers we only have 15 above that or less than 15.

STEVEN DEBRUHL: Well, it has to do with, like you say, with some of these very low performing locations. Consolidate those with managers who are on the job now. I'll work on that vacation approval with Kevin. Make sure we're good to go. And then probably start putting that paperwork out there in November, get it all signed.

KEVIN MONK: And we'll make sure that we're clear as far as y'alls approvals that we need to go with the paperwork.

FRANK GAFFNEY: I think we're getting there.

KEVIN MONK: I think so.

FRANK GAFFNEY: Get these other things straightened out and continue to work with it.

SHELLY LEJEUNE: The equipment and repairs.

FRANK GAFFNEY: That will solve a lot of things once that comes through.

STEVEN DEBRUHL: Frank, I'm signing your reimbursement right here.

FRANK GAFFNEY: All right. Write me the check.

EMMA PALMER: What else you had on there, Frank?

STEVEN DEBRUHL: Already signed yours, Emma.

EMMA PALMER: Thank you.

STEVEN DEBRUHL: Candice, are you going to do one?

EMMA PALMER: She had to go.

FRANK GAFFNEY: Do I hear a motion to adjourn?

SHELLY LEJEUNE: I make a motion we adjourn.

EMMA PALMER: I second it.

FRANK GAFFNEY: All in favor?

{Collective aye}

FRANK GAFFNEY: Opposed? Goodbye.