### Idaho Commission for the Blind and Visually Impaired

#### May 24, 2022, Regular Board Meeting Minutes

#### **In-Person and Zoom**

Meeting was called to order at: 9:15 a.m.

Commissioners in Attendance: Britt Raubenheimer (chair), Al Schneider (vice-chair), Sue Walker, BJ Stinger, and Mark Watkins

ICBVI Staff in Attendance: Beth Cunningham, Steve Achabal, Mike Walsh, Corey Bresina, Greg Metsker, Angela Starr, Rocio Gill, Jeff Weeks, Matt Queen, Alison Steven, Earl Hoover, Kevin Jernigan, Arianah Ruzovich, Justin Fish, Chris Johnston

DFM Staff in Attendance: Krissy Veseth, Financial Management Analyst

Guests in attendance: None

ICBVI Mission statement read by: Angela Starr

The **MOTION** to approve the agenda was made by Al Schneider and seconded by Sue Walker, all were in favor.

The **MOTION** for all board members to approve the minutes for the February 16, 2022, Regular Board Meeting, was made by Sue Walker and seconded by BJ Stinger, all were in favor.

The **MOTION** to approve the VR policy manual revisions was made by Sue Walker and seconded by BJ Stinger, all were in favor.

## Administrator's Report–Beth Cunningham

Good morning! I feel like this report should be a medical update, as it seems that has taken up the majority of my time since April 15<sup>th</sup>. I am happy to say that the surgeries are behind me and my family, and we are all on the mend. I had a meniscal repair in April and then my 84-year-old dad moved here and stayed at my house for a week followed by my husband getting a hip replacement last week. So, everything seems to be settled now and on the upswing.

I wanted to start off this morning by telling you about **4 success stories**. I presented these at the NFB conference and was just thinking that we don't spend enough time bragging about the good work that our employees do and the accomplishments of our clients. Since that is the best way to demonstrate our adherence to our mission, I thought I would take a few minutes to do that now. I apologize to Mark and Al who were at the NFB conference and already heard this. The first one is about a young man named Jeremy who lives in Twin Falls. Jeremy's goal was to become a personal trainer. As a team, Linda Upton, April Mills and the CRP Journey's did a presentation to the Gold's Gym owner proposing an on-the-job training with the end goal

of becoming a personal trainer. Jeremy started by learning everything it took to work at the front desk. This is the typical career path of a Gold's Gym employee. Jeremy learned the computer system and the other front desk duties, which can sometimes be stressful when it is busy. This was not Jeremy's favorite aspect of the job, but he knew it was a step toward his goal of becoming a personal trainer. Jeremy worked at the desk, while checking in with the owner on what he needed to do to become a personal trainer. He began working with another trainer and learned the PT sales and other curriculum, until he finally began working with his own customers on personal training. Jeremy has now been with Gold's since August of 2020, and he currently has 17 clients who work with him on a weekly basis. Jeremy manages his own schedule and is one of the busiest and most consistent trainers in the gym.

Next, I will tell you about a woman who attended Lewis and Clark State College to receive her business degree and then attended our Assessment and Training Center and our transition activities. She was hired by a real-estate company in Lewiston and now works as the office manager there. She also serves as one of our mentors for College Days.

Now, I will tell you about a client who attended college at Northwest Nazarene College and received a master's degree in School Counseling and is now working full-time as a school counselor. Another Treasure Valley client completed the University of Idaho Law school and is now a managing partner at a local law firm!

Back in April Corey and I spent a good amount of time working on the **CEC**. I am pleased to say that we were able to bring all our staff up to 80% of their policy wage rate. Previously, we had some positions as low as 73%. Our ultimate goal is to get everyone to 85% or above, but that will take some time. Every staff received a minimum of a 3% raise, but most received that plus another 1-2%. We were able to fill our only open position, which was Larry's old position of computer instructor. Therefore, we have 100% of our positions filled. This speaks to our staff valuing their work and what they are able to do here at the Commission. There are so many state agencies having a tough time attracting and retaining staff. I believe that much of this is due to the fact that we have very dedicated professional staff who are committed to our mission and that they must be achieving a sense of fulfillment from the work that they do. As leaders here, I believe our job is to help foster that and support that and certainly not to become a barrier or get in the way of staff's ability to do their work in a creative way and with some autonomy and fulfillment.

An update from a topic that I brought up previously regarding working to try to get the state to create an **ADA Coordinator** for the state is that DHR requested an FTE to create a position that they are calling Civil Rights/ADA Manager. Although, this is not exactly what we were trying to request, it is definitely a move in the right direction. Ultimately, it would be nice if the state had a certified "web content accessibility guidelines" (WCAG) staff who could work with agencies and state systems on digital accessibility. In addition, annually, we have to do ADA inspections on all of our buildings, and it would be nice if the state had a couple of trained people to do this around the state instead of relying upon our staff to know what they are

doing when measuring the grade of a ramp etc. However, we are happy to welcome this new staff that DHR hired who can be a resource to us in the area of ADA accessibility. Her name is Janelle McDonald

Role: Civil Rights/ADA Manager

Start date: May 16

Janelle is transferring roles at DHR and was most recently a Human Resources Specialist, Senior. She has also previously worked at the Department of Environmental Quality and Department of Lands. She has skills in ADA accommodations, employee relations, and investigations. Her certifications include Society of Human Resources-Certified Professional and certified Cliftonstrengths Coach.

I reached out to Janelle and set up a time this summer for her to come over and learn about what we do. I told her that 25% of our staff are blind or visually impaired and that having accessible time sheets, websites and benefits information is very important to our staff. She will come over July 1<sup>st</sup> and tour our classes and see students working and learning in ATC.

**In-Service** planning has begun and we are once again looking forward to having our in-service in McCall Idaho. Angela is busy doing a lot of the logistics and we are also still working on training topics. We were disappointed to cancel it last year, so we are feeling more optimistic about it actually happening in person this year.

Planning this got me thinking that we also cancelled our scheduled trip for the Board meeting to be in Twin Falls Idaho. We might want to consider doing that sometime in the near future too.

## **RSA Monitoring**:

We are working hard to prepare for monitoring which we anticipate will be next year. I have been participating on the Fiscal monitoring team along with Corey, Andrew, Rosana and Angela. We are using the RSA Guidance questions to help determine areas that we need to document in our internal controls and we are creating desk manuals to ensure that tasks are documented on who does what for all of the fiscal procedures. It is a bit overwhelming, but we are meeting weekly, so hopefully we will make some good progress over the next couple of months. Mike may report on some of the other teams.

Shades training reflection – shared about time in the shop building coffee table.

## **Vocational Rehabilitation Report-Mike Walsh**

## Federal Reporting:

The RSA 911 Q2 report was submitted on Feb 16, 2022.

The RSA 911 Q3 report was submitted on May 11, 2022.

## Program Statistics

|         | VR Program Statistics – PY 2020 |                               |         |       |          |                        |  |  |  |
|---------|---------------------------------|-------------------------------|---------|-------|----------|------------------------|--|--|--|
| Quarter | Total VR<br>Clients             | New<br>Referrals <sup>1</sup> | Pre-ETS | # MSG | MSG Rate | Employment<br>Outcomes |  |  |  |
| Q1      | 297                             | 8                             | 67      | 3     | 2.3%     | 6                      |  |  |  |
| Q2      | 313                             | 21                            | 73      | 7     | 5.1%     | 4                      |  |  |  |
| Q3      | 312                             | 19                            | 73      | 10    | 6.9%     | 7                      |  |  |  |
| Q4      | 342                             | 40                            | 73      | 11    | 8.3%     | 5                      |  |  |  |

|         | VR Program Statistics – PY 2021 |                       |                         |                                   |          |                        |  |  |  |
|---------|---------------------------------|-----------------------|-------------------------|-----------------------------------|----------|------------------------|--|--|--|
| Quarter | Participants <sup>1</sup>       | Students <sup>2</sup> | Enrolled<br>in training | Service<br>Provision <sup>3</sup> | MSG Rate | Employment<br>Outcomes |  |  |  |
| Q1      | 333                             | 82                    | 41.6%                   | 54.7%                             | 1.5%     | 9                      |  |  |  |
| Q2      | 342                             | 82                    | 42.8%                   | 49.8%                             | 19.4%    | 7                      |  |  |  |
| Q3      | 369                             | 90                    |                         |                                   | 11.1%    | 6                      |  |  |  |
| Q4      |                                 |                       |                         |                                   |          |                        |  |  |  |

<sup>1</sup> Participants are those individuals who have an approved IPE

<sup>2</sup> Students who are eligible for Pre-ETS

<sup>3</sup> Total number of participants who received a career or training service

| PY 2019: Employment Rate – 2 <sup>nd</sup> and 4 <sup>th</sup> quarter after program exit <sup>1</sup> |       |  |  |  |  |
|--|-------|--|--|--|--|
| ICBVI  | 66.7% |  |  |  |  |
| National (Blind)   | 48.2% |  |  |  |  |
| National (general, combined, blind)  | 57.9% |  |  |  |  |
| IDVR   | 72.3% |  |  |  |  |

<sup>1</sup> The percentage of participants who exited the VR program in competitive integrated employment and maintained employment after program exit. ICBVI ranks 4<sup>th</sup> in the nation amongst all blind VR agencies. As a state, Idaho ranks 2<sup>nd</sup> in the nation.

| Number of participants enrolled in secondary or post-secondary education or training |        |          |        |  |  |  |
|--|--------|----------|--------|--|--|--|
|  | PY2019 |          | PY2020 |  |  |  |
| ICBVI  | 41.1%  | ICBVI    | 42.9%  |  |  |  |
| National   | 29.5%  | National | 25.2%  |  |  |  |
| IDVR   | 24.9%  | IDVR     | 24.8%  |  |  |  |

| Measurable Skill Gains (MSG) Rate |        |                  |       |  |  |  |
|-----------------------------------|--------|------------------|-------|--|--|--|
| Р                                 | PY2020 |                  |       |  |  |  |
| ICBVI                             | 27.4%  | ICBVI            | 22.1% |  |  |  |
| National (blind)                  | 51.5%  | National (blind) | 50.3% |  |  |  |
| IDVR                              | 53.7%  | IDVR             | 56.0% |  |  |  |

# Primary Performance Indicators for PY 2022-23

|   |                | Vocational Rehabilitation Program |                    |                  |  |  |  |  |
|---|----------------|-----------------------------------|--------------------|------------------|--|--|--|--|
|   | Program        | 1 Year: 2022                      | Program Year: 2023 |                  |  |  |  |  |
|   | Expected Level | Negotiated Level                  | Expected Level     | Negotiated Level |  |  |  |  |
| Employment<br>(Second<br>Quarter after<br>Exit) | 58.9%          | 59.5%                             | 58.9%              | 60%              |  |  |  |  |
| Employment<br>(Fourth<br>Quarter after<br>Exit) | 57.3%          | 57.8%                             | 57.3%              | 58.3%            |  |  |  |  |
| Median<br>Earnings<br>(Second                   | \$4,365        | \$4,400 <sup>1</sup>              | \$4,472            | \$4,500²         |  |  |  |  |

| Quarter after<br>Exit)                   |       |       |       |       |
|--|-------|-------|-------|-------|
| Credential<br>Attainment<br>Rate         | 42.8% | 42.8% | 45.3% | 44.0% |
| Measurable<br>Skill Gains                | 55.1% | 55.1% | 57.6% | 57.6% |
| Effectiveness<br>in Serving<br>Employers | TBD   | TBD   | TBD   | TBD   |

<sup>1</sup>\$9.00 per hour

<sup>2</sup>\$9.38 per hour

## <u>Town Hall</u>

As part of the Governor's initiative (Transparency in Government), a proclamation was issued on April 18<sup>th</sup> by his office, in partnership with the State Controller's Office, announcing a state public meeting online portal titled Townhall Idaho.

We are required to post all our meeting notices, agendas, and minutes in the Townhall Idaho portal. This includes any public comment meetings we hold (e.g., rulemaking). We will be creating a link to this portal on our website. As well, we will post the direct link to each meeting announcement and keep a record of those on our website.

## WIOA State Plan

The Combined State Plan is currently under federal review. On April 22<sup>nd</sup>, we were instructed to make some corrections to our section from our RSA liaison. Those corrections have been completed.

## **Rulemaking Activity**

We now have a new rule book 15.02.01 Rules Governing the Rehabilitation Programs. VR, Independent Living, and Sight Restoration make up the 3 subchapters of this rule.

This activity fulfills most of our statutory requirements under EO 2020-01 Zero Based Regulation. The only rule remaining is the BEP chapter, which is due no later than the 2024 Legislative Session.

## House Bill 454

House Bill 454 passed and was signed by the Governor. This bill amends Section 67-5408, Idaho Code to reflect current federal statutes (Rehabilitation Act of 1973 and the WIOA). **Monitoring Preparation** 

We are busy preparing for monitoring, which should occur early in 2023. We have utilized the guidance from RSA and VRTAC-QM to outline our strategies. We have divided the work into teams and have begun making progress. We have met with the VRTAC-QM with their preemployment transition services experts a couple of times. They have been a tremendous amount of help identifying areas of policy and internal controls we need to work on.

## Assistive Technologist and Business Engagement (Reported by Earl Hoover)

### Assistive Technology

During this third quarter of FY 2022, I traveled to Idaho Falls in addition to providing AT support as needed. I have continued to provide Assistive Technology Assessments to counselors, and I have also been working with some of the instructors to provide them with remote hardware and software training to update or refine AT skills. I have participated in regional AT and ICBVI staff meetings via Zoom and Microsoft Teams. Additionally, I am working on the Pre-ETS Summer Programs Planning Committees for SWEP & College Days.

## Business Engagement

During this third Quarter, I participated in regional meetings remotely using Zoom. I have participated in Business spotlight virtual sessions which highlight a particular business each time. in efforts to continue our partnership with local community businesses, I have been working to reach out to employer partners ICBVI has previously worked with to introduce myself as we develop this year's SWEP Program. Working with Jennine, Idaho Falls RT, who has a background in Workplace Development, we were able to develop new partnerships with local businesses to develop job placements more tailored to individual student interests. I am continuing to add to this list as the program nears.

I have also been working with Mike and WINTAC to coordinate Business Engagement Training for ICBVI VR Staff. This Training has been ongoing via online training modules and virtual training sessions throughout the 3rd and 4th quarters.

## Pre-Employment Transition Services (Reported by Alison Steven)

## Celebrate!

One big change since the last report is the addition of Bailie Weir to the Pre-ETS team. Having worked her way through her ATC hours, Bailie is now able to work with Alison full-time on summer programs. She has already been a great help and will take a lead in managing the Summer Program staff this year.

## **Regional Visits**

At the beginning of March, Alison traveled to Twin Falls to work with Linda and Diana and to present at the WIOA One-Stop Providers Meeting. This presentation was a collaboration between IDVR and ICBVI. On the Friday of this trip, Linda organized a transition event where students received training on and were given work readiness binders to build information. They had the opportunity to bowl as well. It was the first time a group had been able to gather in a long time and ten students participated.

For the second week of March, Alison was able to combine a visit to the Lewiston region with participation in the annual Tools for Life fair coordinated by the Idaho Assistive Technology Project. Alison and Jackie presented on "How to Fit in When We Are Born to Stand Out". Alison took advantage of being up in Moscow to present to the University of Idaho Architects class about Universal Design and Blindness. Jackie and Alison once again paired up for this presentation.

## Community of Practice

We covered topics of universal design and convergence insufficiency in our February and March meetings. Then we were honored to have Dr. Penny Rosenblum, a renowned researcher in the field of blindness, come share at our April Community of Practice about the research study she conducted during the early stages of the pandemic. She was able to share about the impact of covid and online learning on BVI students and their education.

## Spring Program

"Road to Success", a program delivered by the International School of Protocol is moving towards its completion. Twelve students and five mentors have joined Cathy Hansen and Shane Buresh twice a week on Monday and Wednesday evenings to learn about skills and strengths, resumes and informational interviews and more. Students are gaining a lot from the eight-week curriculum and from participating in the social interactions.

## Upcoming Programs:

## IESDB Work Readiness Camp - "Ready, Set, Go to Work"

Eighteen students are set to participate in this three-day camp based at BSU Clearwater Dorms. ICBVI and IESDB staff will work together supervising the group as they participate in various activities including team building, scuba diving, rock climbing, CPR certification, and a day of activities with our ATC teachers.

## College Days

Seven students are signed up for the College Days week. They will be taught by Tyler Merren, Kathy Nimmer and Amber Kierra, all blind professionals coming from around the country to work in person with our students. Once the week is complete, five of these students will stay on to take a BSU Sociology 101 class, whilst also doing a part-time work experience as part of the SWEP.

## Summer Work Experience Program

There has been a wonderful team of people working on SWEP this year. Our counselors, rehab teachers and business engagement specialist have all worked to put all the pieces in place. We are working hard to recruit staff. This is proving to be a challenge in the current employment climate. We have twelve students signed up to participate, five who are doing College Days as well as seven who are doing full-time SWEP. There are many fun activities set-up for these students including a weekly drama improv class, rafting and a tour of army vehicles.

It's shaping up to be a great summer!

### Assessment and Training Center-Greg Metsker

As the winter term ended and the spring term began, we were looking forward to having a few more students in the ATC. On paper, our student count was up to 7 this spring and I was hopeful that we were getting back to normal, but as it has turned out only 4 of our 7 students have been able to attend classes consistently. The other three have missed a majority of their classes due to medical and family issues. One of the four students who attends regularly is a part time student who is only signed up for one class, two times a week. As a result, this has been another slow term for the instructors. I guess the timing is good in some respects, given that Larry retired on February 18<sup>th</sup>. Scott has been able to work with all the computer students this spring without any trouble. The new full-time student scheduled to start on May 16<sup>th</sup> is not happening. At this time, the summer term looks like we will have a few more students. There are currently 8 clients signed up, and we have at least two more clients coming on ATC tours in the next few weeks, so we might have as many as 10 students this summer. I think all of us are ready for the hallways and classrooms in the ATC to get back to normal and be a little more active.

As far as numbers go, the ATC team provided 597 hours of instruction during the winter term, and another 364 hours as of May 11<sup>th</sup> this spring. We also worked with Bailie, who completed her ATC training hours the first week of May and can focus full time on the summer transition programs now.

The ATC team have been assisting with the planning of several summer transition programs this winter and spring; Scott is on the College Days Planning committee; Kevin is part of the Work Readiness Camp committee and I have been working with the SWEP planning committee. The whole ATC team will be helping to train the new SWEP staff again this summer. Kevin is also working with Shane and Dawn in the Lewiston office, to plan two Blindness 101 seminars that will occur in Lewiston and Moscow the third week of September. Our target audience will be teachers from those two school districts.

Our new instructor position has been filled. On June 6<sup>th</sup> Ed Paoli starts. He has 30 years teaching experience. He is a recent graduate of the program. He'll be up to speed quickly.

We have found a transportation service for students/clients– Trinity Transport. They are a nonemergency transport service. They need several weeks' notice and authorization before they will provide service.

## **Consumer Input**

Al Schneider – Cycle for Independence – we were down in ridership this year, close to 70 down, and are struggling to keep routes because of construction. We ended up with \$19K. Much of the funding stays in the valley, some goes national to work on website accessibility, etc. We need permits from many local authorities. We had some accessibility issues with the website, but ended up with about 350 riders and people enjoyed themselves.

NFB convention was very successful. The convention gives a sense of communion and a chance to learn about a lot of opportunities. It's an education and a learning opportunity.

Maybe we need to spend more time with parents sharing scholarship information. Many of the scholarship winners have been adults. We'd like to get more kids involved. Alison can incorporate scholarship info (and how to apply) during College Days. Mike Gibson might be someone who can help.

BJ is happy to volunteer to talk to students.

## Independent Living & Sight Restoration Report–Steve Achabal

## **IL/ILOB Programs:**

As I sit in on national Independent Living program manager meetings, I continually appreciate the work that we are able to perform at ICBVI assisting clients achieve their IL, and ILOB goals.

Many of our counterparts in other states, are greatly limited in the scope of how they are able to work with individuals who are blind and visually impaired in their Independent Living programs. We are unique, compared to many of these counterparts, in the abundance and quality of services we offer with such a limited budget.

I am extremely happy to say that we are fully staffed, and all RTs are working in the field assisting clients achieve their VR, IL and ILOB goals during this last quarter.

We continue to monitor COVID numbers and protocols throughout the state as well as each region, which has allowed RTs to work with clients in their homes, businesses, and communities during this last quarter. We have had a slight uptick in ILOB referrals, but IL referrals have continued to remain low this whole fiscal year.

During this last quarter, with the assistance of Deeann and Marcie in the Boise office, we continue to work toward moving the three Treasure Valley OB caseloads to two trying to look at ways to be more efficient. This has proven difficult given the number of ILOB clients in this region of the state.

ICBVI continues to work with the State Independent Living Council (SILC) and the three Centers for Independent Living (CILs) to develop the State Plan for Independent Living (SPIL) for State Fiscal Years 2024 – 2026. To help steer this process we developed an information survey to gather responses by those with disabilities, as well as caregivers/family members of individuals with disabilities, to better determine the most relevant objectives and goals we should focus on for the upcoming SPIL. Links for the surveys are on our website, and all Rehab Teachers have been instructed to get the word out and assist clients in filling out these surveys. If any Board member has a disability or is a caregiver of an individual with a disability, I urge you to submit a survey. Also, if you know anyone who falls under these two categories, please direct them to our website to do the same. Tom will be working making the links to the survey easier to find and we will add survey information to Newsline.

Al will make sure the survey is on the NFB

A similar survey was used in 2018 and the response by the blind and visually impaired in Idaho was superb, and we are hoping for a similar turn out this go around.

## Sight Restoration:

VRA's are continuing to meet with potential Sight Restoration clients this last quarter of the state fiscal year. They have continued to do an excellent job providing services to many clients throughout this whole state fiscal year.

SR referral numbers were down this state fiscal year compared to past pre-COVID years which, as I have discussed in previous reports, I believe were due to COVID-19 along with the Affordable Care Act, which has allowed coverage for more individuals to seek treatments than in the past.

VRA's, and I, met during this last quarter to discuss this issue. We have developed strategies to continue dialogue with current regional partners we have and continue to work with, as well as identify new partners and discuss the state's Sight Restoration program with them. This will hopefully increase the amount of Sight Restoration referrals we receive.

#### Low Vision Clinic and Low Vision Store:

The Low Vision Clinic has been busy throughout this last quarter. Collene, Lynn, and Dr. Hansen are the cornerstones of the clinic and are the reason it runs so efficiently.

During this last quarter Nancy Wise, the previous IL Program Coordinator, has been volunteering in the store one day per month, when Collene is serving as the Low Vision Technician in the clinic, during our three-day clinic weeks.

We will have approximately 60 clinic days in 2022 and are planning on having a two-day mobile clinic in the Lewiston region in late October/early November, which we were not able to do since 2019.

Lastly, it is important to note that the staff continues to follow proper COVID-19 related guidelines in both the clinic as well as the store.

### **Business Enterprise Program-Justin Fish**

## January-March 2<sup>nd</sup> Quarter FFY 2022

Overall sales showed an improvement between the first and second quarters resulting in a more than 50% increase in net income. This is due to an upsurge in meals served at Gowen Field. All other vendors have been experiencing consistent profits. It is good to see the many sites steadily returning to normal.

#### **Financial Snapshot**

| FFY 2022            | OCT-DEC<br>(Q1) | JAN-MAR<br>(Q2) | APRIL-JUNE<br>(Q3) | JULY- SEPT<br>(Q4) | Total        |
|---------------------|-----------------|-----------------|--------------------|--------------------|--------------|
| Total Sales         | \$379,040.06    | \$472,618.07    |                    |                    | \$834,341.40 |
| Total Net Income    | \$51,318.22     | \$125,208.08    |                    |                    | 176,526.30   |
| Set Aside Collected | \$5,318.22      | \$12,735.20     |                    |                    | \$18,054.37  |
| Average income %    | 29.48%          | 32.19%          |                    |                    | 30.83%       |

| FFY 2021    | OCT-DEC<br>(Q1) | JAN-MAR<br>(Q2) | APRIL-JUNE<br>(Q3) | JULY- SEPT<br>(Q4) | Total          |
|-------------|-----------------|-----------------|--------------------|--------------------|----------------|
| Total Sales | \$374,811.62    | \$469,947.55    | \$697,513.35       | \$744,224.43       | \$2,286,496.96 |

| Total Net Income    | \$67,863.19 | \$151,487.49 | \$275,159.23 | \$292,685.52 | \$787,195.43 |
|---------------------|-------------|--------------|--------------|--------------|--------------|
| Set Aside Collected | \$7,872.60  | \$15,440.23  | \$27,633.00  | \$29,268.55  | \$80,214.38  |
| Average income %    | 21.50%      | 25.74%       | 29.17%       | 32.03%       | 23.62%       |

#### **BEP UPDATES**

BEP closed the North Idaho route in February due to lack of viability. Unlike other areas of Idaho, many employees at the sites within this route continued to telecommute resulting in sustained loss of sales. Bhavani worked very hard to adjust during COVID but was unable to maintain a profitable business. She has retained her license with the SLA/BEP and is hoping to someday come back into the program; in the meantime, she has obtained a full-time position working from home.

It was difficult finding a contractor to take on the North Idaho route due to so many sites with extremely low sales. Valley Vending in Lewiston agreed to partner with BEP on a one-year renewable contract. They will service the Lewiston/Moscow route as well as the higher volume accounts in Coeur d'Alene. We are now coordinating the removal of 15 machines from 10 sites in Coeur d'Alene.

BEP is evaluating sites with the vendors and adjusting as needed. For example, an account may have had 150 people on site pre-COVID and may now only have 100 people on site. Of those 100 individuals, 50 of them may still work remotely part-time. We would possibly install smaller equipment to accommodate the account and reduce the amount of product going out of date.

BEP has met with multiple new sites to discuss potential vending service. We have done Site surveys at Cybercore Integration Center at the INL Idaho Falls, Fish and Game headquarters Boise, American Red Cross Boise, Ada County Juvenile Court Boise, and Idaho Corrections department Boise.

Vending equipment has since been installed at American Red Cross, Ada County Juvenile Court, and Cybercore. We will be installing vending equipment at Fish and Game soon.

The Idaho Corrections department will be a micro-market and will be installed as soon as their facility construction is complete.

We are making progress on transitioning our vendors onto the Cantaloupe master account. This has already enabled us to track credit card readers, troubleshoot issues, and transfer, activate, and deactivate devices throughout our system more efficiently.

We are working on negotiations with Chinden Campus regarding vending machines in common areas. Part B has the possibility of a cafeteria in the future if we can find a vendor. Also we are using new space for equipment which replaces several storage units which saves money as well.

I will be presenting at SWEP, as we need to recruit entrepreneurs.

### Fiscal Update-Corey Bresina

### SFY22 appropriation and expenditures: As of 5/09/2022

|                               |     |              | Appropriation  | Expenditures   | Yr.        | Expended % |
|-------------------------------|-----|--------------|----------------|----------------|------------|------------|
|                               |     |              |                |                | Elapsed    |            |
| Federal - 34800               | PC  | 4000         | \$2,244,600.00 | \$1,863,834.60 | 91.66%     | 83.04%     |
|                               | OE  | 5000         | \$593,000.00   | \$374,692.48   | 91.66%     | 63.19%     |
|                               | Т/В | 7000         | \$470,300.00   | \$229,023.55   | 91.66%     | 45.88%     |
| General - 10000               | PC  | 4000         | \$852,800.00   | \$648,431.52   | 91.66%     | 76.04%     |
|                               | OE  | 5000         | \$70,800.00    | \$67,978.07    | 91.66%     | 96.01%     |
|                               | T/B | 7000         | \$599,200.00   | \$472,102.28   | 91.66%     | 75.54%     |
| Aids & Appl - 42600           | PC  | 4000         | \$21,600.00    | \$18,943.72    | 91.66%     | 87.70%     |
| ••                            | OE  | 5000         | \$62,900.00    | \$49,785.31    | 91.66%     | 79.15%     |
|                               | CO  | 6000         | \$55,800.00    | \$51,790.76    | 91.66%     | 92.81%     |
| BEP - 21000                   | OE  | 5000         | \$27,600.00    | \$0.00         | 91.66%     | 0.00%      |
|                               | T/B | 7000         | \$100,100.00   | \$52,016.22    | 91.66%     | 51.96%     |
| VR Svc Misc. Rev -<br>34900   | OE  | 5000         | \$28,100.00    | \$2,110.25     | 91.66%     | 7.51%      |
|                               | T/B | 7000         | \$56,300.00    | \$237.00       | 91.66%     | 0.42%      |
| Rehab Rev &<br>Refund - 28800 | OE  | 5000         | \$34,300.00    | \$11,863.43    | 91.66%     | 52.03%     |
|                               | T/B | 7000         | \$13,000.00    | \$14,599.30    | 91.66%     | 59.59%     |
|                               |     |              | 5,230,400.00   | \$3,857,408.49 |            | 72.99%     |
|                               |     | FFY21        | FFY22          |                |            |            |
| Pre-ETS obligation            |     | \$430,511.10 | \$443,109.15   |                | 4000-PC    | 81.46%     |
| Pre-ETS draws                 |     | \$377,369.76 | \$0.00         |                | 5000-0/E   | 69.11%     |
| 100%                          |     |              |                |                | 6000 - CO  | 92.81%     |
| Balance of FFY21<br>15%       |     | \$53,141.34  | \$443,109.15   |                | 7000 - T/B | 61.66%     |

The entire FFY21 15% reserve requirement has not yet been met. The remaining balance is \$53,141.34. The Summer programs will take care of the FFY21 balance and get us into the FFY22 reserve. Currently we are on track to meet the MOE requirement of \$835,255 for BS22. State Fiscal Year 2022 will end on June 30<sup>th</sup>. Between now and then we will likely place a request to DFM to transfer excess (General) funds from T/B to O/E.

## **BEP Report (Reported by Justin Fish)**

## January-March 2<sup>nd</sup> Quarter FFY 2022

Overall sales showed an improvement between the first and second quarters resulting in a more than 50% increase in net income. This is due to an upsurge in meals served at Gowen Field. All other vendors have been experiencing consistent profits. It is good to see the many sites steadily returning to normal.

### **Financial Snapshot**

| FFY 2022            | OCT-DEC<br>(Q1) | JAN-MAR<br>(Q2) | APRIL-JUNE<br>(Q3) | JULY- SEPT<br>(Q4) | Total        |
|---------------------|-----------------|-----------------|--------------------|--------------------|--------------|
| Total Sales         | \$379,040.06    | \$472,618.07    |                    |                    | \$834,341.40 |
| Total Net Income    | \$51,318.22     | \$125,208.08    |                    |                    | 176,526.30   |
| Set Aside Collected | \$5,318.22      | \$12,735.20     |                    |                    | \$18,054.37  |
| Average income %    | 29.48%          | 32.19%          |                    |                    | 30.83%       |

| FFY 2021            | OCT-DEC<br>(Q1) | JAN-MAR<br>(Q2) | APRIL-JUNE<br>(Q3) | JULY- SEPT<br>(Q4) | Total          |
|---------------------|-----------------|-----------------|--------------------|--------------------|----------------|
| Total Sales         | \$374,811.62    | \$469,947.55    | \$697,513.35       | \$744,224.43       | \$2,286,496.96 |
| Total Net Income    | \$67,863.19     | \$151,487.49    | \$275,159.23       | \$292,685.52       | \$787,195.43   |
| Set Aside Collected | \$7,872.60      | \$15,440.23     | \$27,633.00        | \$29,268.55        | \$80,214.38    |

| Average income % | 21.50% | 25.74% | 29.17% | 32.03% | 23.62% |
|------------------|--------|--------|--------|--------|--------|
|                  |        |        |        |        |        |

We may be requesting a few FTEs in the next fiscal budget request, specifically one OB position and an additional VR staff member to do data analysis.

The state paused moving our IT services to ITS, and the legislature took away the funding. DFM is working with the Legislative Services Office, but any changes will have to be tabled until next session. We can possibly contract out for IT services but need to evaluate the budget for that. We also need to purchase several vehicles, so that may be in our budget request.

#### Set next meeting date

September 14, 2022, in Pocatello - 10:30 am

MOTION to adjourn made by Al Schneider at 1:00 pm