



**The National Association for the Employment of People who are Blind**

**NAEPB Board of Directors Meeting  
Teleconference**

**Monday, April 17, 2017**

10:30 a.m. – 12:00 p.m. ET

Dial-in number: 1-877-860-3058

Pass Code: 925356

**AGENDA**

- |  |                       |
|--|-----------------------|
| 1. Call to Order   | Stueckrath            |
| 2. Roll Call   | D'Amico (for Garrett) |
| 3. Minutes for Approval<br>NAEPB Board Meeting Minutes 1-25-17 | D'Amico (for Garrett) |
| 4. Treasurer's Report  | D'Amico               |
| 5. Consent Calendar Reports                                    |                       |
| 5A1/2. BSC Committee Report – Michael Monteferrante            |                       |
| 5B. Operations Committee Report – Ken Fernald                  |                       |
| 5C1/2. Public Policy Report – Erika Arbogast                   |                       |
| 5D. Services Committee Report – David Horton                   |                       |
| 5E. Marketing Committee Report – James Kerlin                  |                       |
| 5F. Strategic Planning Committee Report – Reinhard Mabry       |                       |
| 6. President's Remarks   | Stueckrath            |
| 7. NIB Update  | Lynch                 |
| 8. Member Open Forum Q&A                                       |                       |
| 9. Other Business  |                       |
| 10. Adjournment  | Stueckrath            |



**The National Association for the Employment of People who are Blind  
NAEPB Board of Directors Meeting**

**Wednesday, January 25, 2017**

**8:00 a.m.**

FINAL

**Call to Order**

The meeting of the NAEPB Board of Directors was called to order by President Eric Stueckrath on Wednesday, January 25, at 8:00 EST. He noted that the Board meeting would be conducted as quickly as possible to get into the CEO Advance.

Due to the absence of Secretary Garret, Mr. D’Amico acted as Board Secretary. He proceeded with the Board Roll Call, after which he announced that a complete quorum was reached. Names of the NIB Staff attendees, agency CEO guests attending were also captured below.

**NAEPB Board Roll Call**

Erika Arbogast	Vice President, Public Policy
Rudy D’Amico	Treasurer
Ken Fernald	
Robert Garrett	Secretary – absent
Jim Kerlin	Vice President, Marketing
Reinhard Mabry	Vice President of Services
David Horton	Vice President, Base Supply Chains – via phone
Dennis Steiner	Vice President, Operations
Dave Wells	Chair, Ethics
Eric Stueckrath	President
Michael Monteferrante	Vice President, Strategic Planning

**NIB Staff Present**

Kevin Lynch	President, CEO
John Qua	Senior Vice President, Operations
Andrew Mueck	Vice President, Operations
Jon Katz	Senior Director, Business Development
Ellen Najjar	Executive Administrative Coordinator
Sonia Francis	Coordinator, NIB Public Policy

**Agencies and CEOs Present**

San Antonio Lighthouse	Mike Gilliam
Mississippi Industries for the Blind	Michael Chew
Cincinnati Association for the Blind and Visually Impaired	John Mitchell
Chester County Branch PAB	Allen Connelly
Keystone Vocational Services	Jonathan Fister
Lighthouse Louisiana	Renee Vidrine
IB Milwaukee	CJ Lange
Dallas Lighthouse	Hugh McElroy
Arizona Industries for the Blind	Dick Monaco
Lighthouse Works!	Lee Nasehi
LC Industries	Jeffrey Hawting
BISM	Fred Puenta
Olmsted Center	Tammy Owen
CVI, Atlanta	Fontaine Huey
South Texas Lighthouse	Nicky Ooi
Alabama Industries for the Blind	Jerry Martin

RLCB, Inc.  
Tampa Lighthouse for the Blind  
IOB GSO  
NewView Oklahoma

Janet Griffey  
Sheryl Brown  
David LoPresti  
Lauren Branch

**Approval of Minutes – Rudy D’Amico, Acting Secretary**

Mr. D’Amico presented a motion for the minutes for the December 5 and Board Meeting to be accepted. Moved, and seconded. They were approved.

**Treasurer’s Report - Rudy D’Amico**

Mr. D’Amico reported the Treasurer’s Report, which read as follows – Please see the financial statements ending 12/31/16. The checking account value was \$1,422 and savings account \$242,313. Accounts receivable balance was \$5,000, which consisted of 52 agencies paying out of 59 for the current year. Collection efforts continue.

Accrued expenses consist of 15 months of accrued accounting fees of \$1,875 and 3 months or accrued web site maintenance fees of \$180. Total equity at the end of December was \$247,581.

Total revenue for the year to date was \$30,444, \$29,500 a result of dues and \$944 from other sources. Expenses year to date were \$4,490, which include building a new website for \$1,426, payment of D&O insurance of \$1,126 and reimbursement of travel expenses.

The fiscal year-end financial statements ending September 30, 2016 have been completed in draft form. The Audit Committee met on January 16, 2017 and recommended the year-end statements for approval. Copies were sent to all Board Members. After approval of the year-end compiled statement, the Form 990 will be completed and filed. We will need a motion to accept the 2016 year-end financial statements.

Mr. D’Amico asked for a motion to accept the 12/31/16 financial report. Moved and seconded.

Mr. D’Amico asked for a motion to approve the 9/30/16 financial statements. Moved and seconded.

Mr. D’Amico announced there was some other business to discuss. He has been informed by the CEO of Vision Loss Resources in Minneapolis, MN that they would like to terminate their membership and that will be done formally at the next meeting. Also he has not been able to locate or contact the Ed Lindsey Industries in TN. He asked if anyone has information, please let him know; otherwise this is a formal indication that we have not been able to contact them for the last two years, there has been no payment of dues, so at the next meeting we will terminate their membership.

**Consent Calendar – Eric Stueckrath, President**

Mr. Stueckrath introduced the consent calendar, and stated there were two reports turned in – services and public policy. He asked for a motion to approve the Consent Calendar Report as submitted.

Moved and seconded. Consent calendar was accepted as presented.

**NIB Update – Kevin Lynch, President and CEO of NIB**

Mr. Lynch gave a brief update on NIB. 2016 FY ended up being a record year for NIB/the AbilityOne program. Income was over \$716M which was the best year since 2011. The really good news was that not only sales were up, but employment was also up 6% as far as net increase in blind employment.

With the new administration there is a lot of turbulence. NIB has been very active very early on after the election results to start reaching out to new members of Congress. NIB has had our folks up on the hill meeting with representatives from districts where NIB agencies are located.

NIB has been working with the NAEPB and some of the other organizations: VisionServe, AFB, NFB on WIOA and other items that everyone is very interested in. We are very much involved and very active in what is going on with the new Administration.

Rick Webster and VisionServe members are up on the hill this week meeting with representatives to discuss WIOA.

We also have been trying to meet with the transition teams in particular those teams working on GSA, Dept. of Ed, Dept. of Labor and VA.

We are very fortunate that our Board Member, Neil Romano is actively involved with the Trump Administration team. We have been able to provide him with some input and names for upcoming appointments. Obviously one of the areas we are very interested in is Commission members.

The feedback on GSA is that most likely the appointee is going to come from the Real Estate side and there will likely be a deputy administrator for the FSA side.

Any questions? Any word on RSA? Nothing so far. We are watching the transition team for various agencies. They don't even have a transition team for the Commission right now. We are trying to do what we can to influence the RSA.

The main focus of this administration is American Jobs and we have a good story to tell about that.

Mr. Stueckrath thanked Kevin for his remarks and mentioned there would be more time this afternoon to talk with him. He offered NAEPB's assistance to Kevin and NIB over the coming year. Mr. Lynch recommended that various members should set up meetings with Neil Romano to explain their positions and to be heard.

Mr. Stueckrath announced that NAEPB was going to go into Executive Session, and at this time all NIB representatives left the room.

The Executive Session was to seat the new board members, elect chairmen of the standing committees and discuss the Cooperative Agreement Flow-Down Agreement.

The Officers for 2017 are:

**ERIKA ARBOGAST** (VP, Public Policy and Communications)  
Blind and Vision Rehabilitation Service of Pittsburgh – Pittsburgh, PA

**KEN FERNALD** (VP, Operations)  
Association for Vision Rehabilitation and Employment – Binghamton, NY

**DAVID HORTON** (VP, Services)  
IFB Solutions – Winston Salem, NC

**MICHAEL MONTEFERRANTE** (VP, Base Supply Centers)  
Envision Industries, Inc. – Wichita, KS

**JIM KERLIN** (VP, Marketing)  
Beyond Vision – Milwaukee, WI

**REINHARD MABRY** (VP, Strategic Planning)  
Alphapointe – Kansas City, MO

**DENNIS STEINER** (VP, Ethics)  
VisionCorps – Lancaster, PA

**DAVE WELLS** (Assistant VP, Operations)  
West Texas Lighthouse for the Blind – San Angelo, TX

**ERIC STUECKRATH** (President)  
Outlook Nebraska, Inc. – Omaha, NE

**RUDY D'AMICO** (Treasurer and Temporary Secretary)  
Central Association for the Blind and Visually Impaired – Utica, NY

**BOB GARRETT**  
North Central Sight Services – Williamsport, PA

This session was adjourned at approximately 9:30 a.m.

NAEPB Treasurer's Report  
For the period ending 2/28/17

Please see the financial statements ending 2/28/17. The checking account value was \$2,802 and savings account \$243,243. Accounts receivable balance was \$3,000.

Accrued expenses at the end of February totaled \$2305. Total equity was \$246,740.

Total revenue for the year to date was \$30,472. \$29,500 a result of dues and \$972 from other sources. Expenses year to date were \$5,360. Net income was \$25,113.

Respectfully Submitted  
NAEPB Board Meeting 4/17/2017  
Rudy D'Amico, Treasurer

NAEPB  
Statement of Financial Position  
As of February 28, 2017

ASSETS

Current Assets

Cash Checking	2,802
Cash Savings	243,243
Accounts Receivable	3,000
Due from CABVI	0
Due from NIB	0
Accrued Fees	0

Total Current Assets	<u>249,045</u>
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TOTAL ASSETS	<u><u>249,045</u></u>
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LIABILITIES & EQUITY

Current Liabilities

Accounts Payable	0
Accrued Expenses	<u>2,305</u>

Total Current Liabilities	<u><u>2,305</u></u>
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Equity

Opening Equity Balance	221,627
Change in Net Assets	<u>25,113</u>

Total Equity	<u>246,740</u>
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TOTAL LIABILITIES & EQUITY	<u><u>249,045</u></u>
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NAEPB  
Statement of Activities  
For the Period Ending February 28, 2017

REVENUE	ACTUAL YTD	BUDGET YTD	VARIANCE	Budget 2017
Investment Income	72	42	30	100
Membership Dues	29,500	31,000	(1,500)	31,000
NIB Reimbursement	901	20,833	(19,932)	50,000
<b>TOTAL REVENUE</b>	<b>30,473</b>	<b>51,875</b>	<b>(21,402)</b>	<b>81,100</b>
<b>EXPENSES</b>				
Accounting Fees	625	625	0	1,500
Website Maintenance	1,546	667	879	1,600
Awards / Honors	0	208	(208)	500
Insurance - Liability / D&O	1,126	500	626	1,200
Bad Debt Expense	500	1,250	(750)	3,000
Miscellaneous Other Costs	0	83	(83)	200
Officers Expenses	0	2,083	(2,083)	5,000
Conference Annual	1,563	8,333	(6,770)	20,000
Service Committee	0	2,083	(2,083)	5,000
Operations Committee	0	2,083	(2,083)	5,000
BSC Committee	0	2,083	(2,083)	5,000
Public Policy Committee	0	2,083	(2,083)	5,000
Annual Audit Meeting	0	208	(208)	500
CEO Annual Training	0	208	(208)	500
Miscellaneous Meetings & Travel	0	1,667	(1,667)	4,000
<b>TOTAL EXPENSES</b>	<b>5,360</b>	<b>24,164</b>	<b>(18,804)</b>	<b>58,000</b>
<b>CHANGE IN NET ASSETS</b>	<b>25,113</b>	<b>27,711</b>	<b>(2,598)</b>	<b>23,100</b>

NAEPB Operations Subcommittee Update  
April 17, 2017 Board Meeting  
Ken Fernald NAEPB VP/Operations

The Operations Sub Committee has not met prior to this meeting. Time and conference meeting space has been requested for a face-to-face meeting during the upcoming National Symposium being held at the Crystal City Marriott in June.

Focus has been on re-establishing the Strategic Pricing Committee (ad hoc) to develop a new pricing methodology. It has been determined that the NIB RFP to engage a 3<sup>rd</sup> party consultant to develop pricing strategies will not move forward. The work previously completed by this committee led by Jim Kerlin will be reviewed and updated with the intention of re-submitting to the AbilityOne Commission for approval. NAEPB member CEOs who served on this committee in 2012/2013 along with Andy Mueck, Jenn King and Kevin Lynch have been invited to rejoin the committee and pick up where we left off. Jim Kerlin will again chair this committee.

A phone meeting was held between Strategic Planning subcommittee Chair and VP-Operations to review Operations subcommittee goals and timelines. The following goals will be further discussed with committee members for approval in an upcoming subcommittee conference call.

1. Establish pricing methodology for a fair and equitable commodity pricing process.
2.
  - a. Support/enforce mandatory ETS policy
  - b. Adopt MOU between CEOs for purchasing AbilityOne products/services from each other.
3. Develop/implement "LEAN" new product introduction process.
4. Identify "best practices" or scoring system in customer service delivery and measurements.
5. Pursue business diversification/job growth via commercial market opportunities.

## NAEPB Public Policy Committee Report

Meeting March 17, 2017

### Attendees

Erika Arbogast  
Renee Vidrine  
Mike Chew  
Lee Nasehi  
John Mitchell

### NIB Attendees

Laura Reimers  
Rick Webster  
Angela Hartley  
Heather Lyons  
Charles Cooper – Signal Group

The main purpose of this meeting was to review the proposed public policy agenda for 2017.

Charles Cooper with Signal Group provided an update about the legislative session and the political climate in Washington. The information in the update was emailed to NIB and NAEPB agency executives on 3/20. Topics covered were the President's top line budget blueprint, which provides for cuts in almost every area except for Dept of Veterans Affairs, Department of Homeland Security and Department of Defense, which all saw increases; and the new administrations nominations and status.

Rick Webster provided an update on the Workforce Innovation and Opportunity Act advocacy taking place. NIB is working with a coalition of partners on this including American Council for the Blind, Visionserve Alliance and American Foundation for the Blind. Sixty-one agencies responded to the WIOA survey sent out in January and the results were to be submitted to the steering committee the week of 3/23. The coalition is trying to affect a reinstatement of the homemaker exemption and reset the competitive integrated setting policies to a case-by-case decision regarding AbilityOne jobs. An attempt to get a congress to direct RSA to send a letter to the states upholding the case-by-case policy would be considered a short-term win. Long term, we would advocate for congress to rewrite the definition of competitive integrated employment. Rick may be reaching out to agencies and providing sample language for letters to legislators. Rick will be sending out an update to all agencies in early April.

Heather Lyons gave an update concerning the Veterans Administration. The VA amended its policy to say if an item was not on the procurement list as of 1/1/2010, they will apply the "rule of 2" analysis when deciding where to purchase. Kevin Lynch plans to meet with the Secretary of the VA to discuss.

A draft NAEPB Public Policy Agenda for 2017 was presented and discussed (attached to this report). In no particular order, topics included were

- Workforce Innovation and Opportunity Act
- Social Security Disability Insurance Reform
- Funding for Military Commissaries
- Federal agency compliance with AbilityOne
- Veterans Administration and continued contracting opportunities
- National Defense Authorization Act monitoring
- Greater utilization of Base Supply Centers

After discussion regarding prioritization of these issues, the top three priorities agreed upon were

1. Workforce Innovation and Opportunity Act
2. Federal agency compliance with AbilityOne
3. Veterans Administration and continued contracting opportunities

## NAEPB 2017 Public Policy Agenda

The following is a preliminary draft of a top-level public policy agenda for NAEPB for 2017, and includes a description of the issue and where appropriate and more obvious, possible actions that can be taken.

- 1) **Workforce Innovation and Opportunity Act (WIOA)** – Seeking restoration of uncompensated outcomes (Homemaker Exemption), and full recognition of employment opportunities in our community with changes to the definition of Competitive, Integrated Employment, or CIE. The former can likely be achieved through regulatory means by the Department of Education, while the latter will necessitate new instructions from the Rehabilitation Services Administration (RSA), and ultimately a change in law by Congress.
- 2) **Social Security Disability Insurance (SSDI) Reform** – Eliminate the so-called “cash cliff” which occurs when DI recipients earn even \$1 over the Substantial Gainful Activity (SGA) threshold. Devise a system wherein recipients can earn beyond the threshold while seeing their benefits gradually decline, whether this comes through a benefit offset or similar solution. This requires legislative action on the part of Congress.
- 3) **Funding for Military Commissaries** – Support continued, full funding for the military commissary system to support active duty troops, reservists and retirees, while at the same time supporting the creation of jobs for people who are blind at military resale NPA’s in our community. Call on Congress to support continued appropriations of \$1 billion plus to support this non-pay benefit.
- 4) **Federal Agency Compliance with JWOD/AbilityOne** – Have the Administration or Congress encourage greater levels of compliance with the requirements of the Javits-Wagner-O’Day Act (JWOD) and support for the AbilityOne amongst non-DoD agencies. This can be done through reporting requirements requested by OMB or through report language in congressional appropriations. This could also be implemented via Executive Order by the President.
- 5) **Veterans Administration and Continued Contracting Opportunities** – Work with the new Administration and the Senate/House Committees on Veterans Affairs to ensure that current AbilityOne contracts with the Veterans Administration are preserved, and that new opportunities are available as well, including ones that consider veteran-owned business as suppliers and business partners.
- 6) **National Defense Authorization Act (NDAA)** – Monitor this annual authorization bill closely for provisions that could alter – either positively or negatively – AbilityOne contracting opportunities with our largest customer, the Department of Defense. Work with the Senate and House Armed Services Committees to protect our program, and possibly expand contracting opportunities in order to boost employment for people who are blind.
- 7) **Greater Utilization of Base Supply Centers** – Work with the Department of Defense, relevant congressional committees and the Administration to seek greater utilization of AbilityOne Base Supply Centers across the United States in order to support employment for people who are blind.

## **Services Committee update**

**The Services Committee is comprised of three main sub committees:**

**CMS (Contract Management Services)**

**SCCS (Skilcraft Customer Care Solutions)**

**SIC (Strategic Initiatives Committee)**

### **CMS (Contract Management Services)**

**For the past year, the CMS SubCommittee has been focused on the following:**

**-- Special assignment from both John Qua and Reinhard Mabry to design CMS 3.0 due to inherent issues related to the Indefinite Delivery Indefinite Quantity (IDIQ) contract.**

**Issues that face agencies across the CMS program include:**

- 1. Slow security process that prevents the invoicing of revenue/hiring of blind jobs. The security process can take longer than a year.**
- 2. Slow implementation of new task orders with new customers - including access to required systems to perform on the job.**
- 3. Insufficient delivery of work offsite - for deliverable model teams they need sufficient work in the pipeline to invoice sufficient closeouts to cover costs such as wages, benefits, equipment etc. There have been agencies without work at times for longer than six months.**

**Neither NIB nor the agencies have any direct control to change the above. However, developing better relationships at various levels and managing the process as a project has helped to a degree. It all depends on the customer. Collectively, we need to understand the best way to deploy our respective resources to develop the relationships and influence customers to cooperate with us. NIB has a small team and the agencies currently working this assignment are passionate about identifying solutions.**

**Training and upward mobility were also topics the group wanted to address. Various events and training have been conducted and will be scheduled in the future. USA Jobs training is the next event.**

### **SCCS (Skilcraft Customer Care Solutions)**

**There are 4 Subcommittees within this Committee:**

**People, Process, Technology and a CEO group**

**We have had great growth and momentum since our last gathering in September. Based upon the feedback and input from NIB, the group has strongly focused upon the processes and task items that would be most beneficial to NIB to market our group and pursue business on our behalf.**

#### **Process:**

- We have created a “sweet spot” tiered structure that outlines the business that ideally would be a good, best, better fit for our group.**
- Additionally, we have created draft processes that are strong elements in proposals to outline how our collaborative group would perform for clients, i.e. hierarchy and organizational structure, quality, and communication.**

- **Next steps: We are now starting to focus upon the marketing of our group so that we can share the vast capabilities that we have to offer.**

#### **People:**

- **This group has been focusing on building the fundamentals of consistent representative performance across the collaborative group, by creating draft job descriptions for use by all.**
- **Training is the next focus, but rather than recreate, we are reaching out to agencies that have had successful training programs to then tailor them to our needs and wants.**

#### **CEO's:**

- **The CEO group has been focusing on developing and fine-tuning an assignment policy within the collaborative group, which will determine which agencies, would be chosen for opportunities based upon set criteria to be fair for all involved.**
- **The CEO's also continue to have communication with NIB about a potential grant, which will afford agencies financial assistance for training.**

#### **Technology:**

- **This group published a "Technology Summary" document outlining various technology systems to successfully operate a Contact Center with multiple agencies in disparate locations.**
- **We created a "Technology FAQ" and "VoIP Quality Testing" to serve as technical guides for agencies implementing Contact Center technology.**
- **Next steps include drafting more specific technical instruction on utilizing the recommended tools and publishing those guides on a Learning Management Platform.**

#### **Strategic Initiatives Committee**

**The final iteration of the grant which combines the Contractor Compliance Grant with the work product of this committee (Supplemental Job Readiness Grant) will be submitted to the Audit and Budget Committee of the NIB board for consideration of approval in May.**

**The recent “Train the Trainer” training at NIB shows a lot of promise and the next steps are to have the Agency representatives set up training at their respective locations.**



**The National Association for the **Employment** of People who are Blind**

***Marketing Committee Update  
Presented by James Kerlin, VP Marketing***

April 15, 2017

**1. Long Term NIB Impact Story**

- The Powerpoint presentation is in about the 6th draft and coming together nicely.
- Further tweaks are underway to make it usable for a wider range of internal and external audiences.
- We should be ready to publish the committees work by June.

**2. SKILCRAFT Product Promotion Collaboration**

- Goal is to drive more SKILCRAFT product sales and mission growth via BSC operator and other sister NPA eCommerce portals.
- This will also help improve the SKILCRAFT product (AbilityOne program) sales ratio to meet the 25% goal established by the Commission for the BSCs.
- A Google Docs web portal was created to share banner adds, product promotion content, images of employees at work, etc.
- This will be an ongoing effort to make it easier for all NPAs which have an eCommerce capability to promote each other's SKILCRAFT products.
- Future plans include engaging the wholesalers.

**3. SKILCRAFT and Services Brand Strategy**

- NIB has contracted with a 3rd party marketing firm, Kaleidoscope, to recommend a SKILCRAFT product brand strategy (vs. AbilityOne, NIB, etc.) as well as a separate Services branding strategy.
- There is a report-out meeting with NIB executives, and myself from Kaleidoscope next week Wed at NIB.

**4. Strategic Doing**

- The Marketing Committee is working toward fleshing out the tactics and goals for the Strategic Planning Committee to add to the "strategic doing" document.



**The National Association for the **Employment** of People who are **Blind****

***Strategic Planning Update***  
***Presented by Reinhard Mabry, VP Strategic Planning***

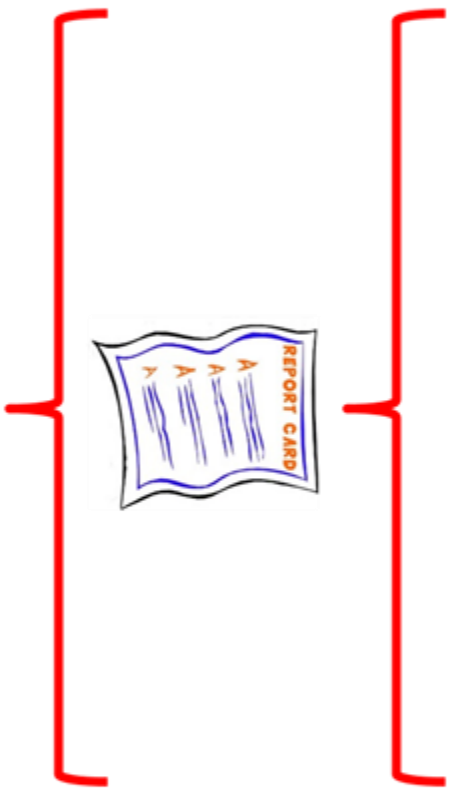
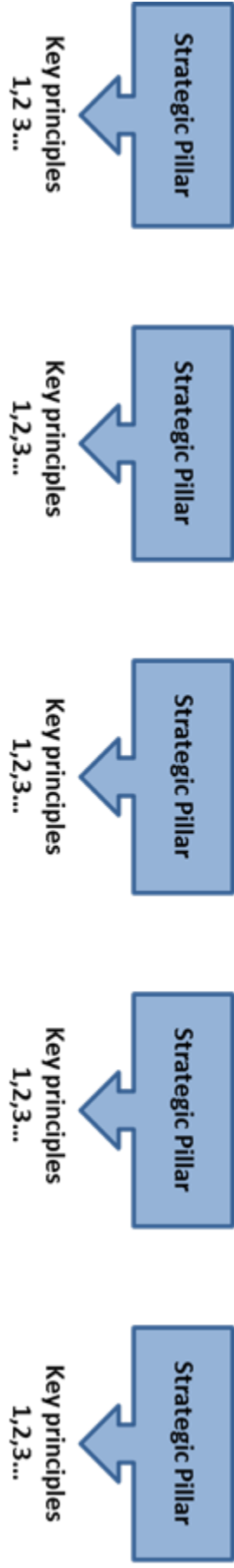
We have held two meetings of the strategic planning committee to review the current plan and consider some modifications to help focus and prioritize our collective efforts. We then held one on one meetings with each committee chair to ensure the work of the planning committee was truly value add. Many thanks for the work Michael Monteferrante provided, as he provided valuable insight on the historic work of the committee. Thanks also to Ron Morey, who'd offered advice on the structure we are working on at present (pictured below).

During our review, we noted that the plan had 36 tactics spread across seven committees, though three committees had no assignments while others had as many as eleven and the board had nine assigned to it. Not all tactics were being actively worked. Some tactics were determined to be aspirational rather than actionable. Thus, we proposed to "parking lot" the aspirational and focus only on the actionable tactics. Those that were actionable were then refined to include some details including proposed deadlines and outcomes. We also proposed some realignment of tasks to spread them across the committees more evenly.

Each committee chair was given the proposed refined list to review and to provide input. Thank you all for your feedback and advice. The refined plan is starting to come into focus with 16 fewer tactics and with more detail on the goal and timetable. Moreover, no committee has more than five assigned tactics, and that is likely to be reduced further after having discussed them with the committee chairs.

Once the final list of tactics is approved, we can then finalize the scorecard (which is a work in progress). Once finished, it will be published at each meeting of the board.

FY2016 NAEPP Strategic Plan Structure





The National Association for the **Employment** of People who are **Blind**

## Operations Committee Update

*Submitted by: Dennis Steiner, VP Operations*

### Office Products Update

- Sales for office products across the Program have rebounded some, but are still down. YTD Sales through January (4 months) for office supplies are down 3.71% from last fiscal.
- The concern remains in GSA's implementation of the Office Product FSSI (called OS3). NIB continues to work with GSA on our concerns, i.e. the FSSI dealers are not prioritizing the sale of AbilityOne items.
- OP Subcommittee established the following goals:
  - o Goal 1: Improve Product & Portfolio Management
  - o Goal 2: Provide Monthly KPI's & Reports to the Office Product Team
  - o Goal 3: Increase Brand Awareness for SKILCRAFT Office Products
  - o Goal 4: Develop Marketing and Sales Plan

We will drill down on specific actions for each goal in our upcoming subcommittee call.

- Drop ship survey results are in. NIB's report on results is forthcoming.
- OP Subcommittee co-chairs participated in the initial meeting on Post PL launch.
- Next OP Subcommittee conference call will be held on April 5.

### Military Resale Update

- DOD Budget concerns continue:
  - o Language has changed to "Budget Neutrality" by 2018 without diminishing savings and quality.
  - o Commissary evaluating variable pricing and private label as a source for generating income to reduce the budget need from DOD.
  - o Pressure on the commissary will continue.
  - o Reform coming in some format

- NIB's Public Policy team continues to work with the Hill to reinforce the importance of the commissary program in creating jobs.
  - Grassroots effort is still needed.
  - Contact your senators & congressman
  - [www.SaveOurBenefit.org](http://www.SaveOurBenefit.org)
  
- 2016 Objectives and Initiatives
  - Exceeding customer expectations
  - Educating military resale customers on the AB1 program.
  - Category management
  - Refreshing product assortment
  - Adding items to current categories in keeping with retail trends
  - Evaluating product sales and removing items that are not selling well.
  - Shelf management – plan-o-grams
  - Promotions
  - Develop new categories for growth
  - Develop new channels for growth
  - Store execution

## TAG Update

### Commercial Projects Developments:

Walmart	Pillows and Kit Bags
True North Gear	Wildland Shirts and Pants
VA	Cubicle Curtains
Johnstone Safety Products	Hardhat Suspension Assembly
Johnstone Safety Products	Bump Hat
DLA Document Services	Logo Mug and Portfolio
VE Source	Coveralls
Stryker	Sheet Prototype and Mattress Cover
Tenativ	Backpack with Tent
URO Twenty, INC	Blanket 100% Cotton, Blanket Poly Cotton
URO Twenty, INC	Bath Cloth, Bleached and Unbleached
AFTCO	Fishing Shorts
DLA	Windbreaker Jacket
DLA	Naugihide Portfolio
Beehive Clothing	Tan 499 Tee Shirt
PDQ	Door Hardware

We are continuing to pursue commercial projects.

Next meeting is in July at BISM in Raleigh, NC. We will look at getting sub-committees active again.