



The National Association for the Employment of People who are Blind

NAEPB Special Board of Directors Meeting

June 17, 2016

9:00am – 10:00am

Call to Order of Special Board Meeting

The Special Meeting of the NAEPB Board of Directors was called to order at 9:00am EST on Friday, June 19, 2016 by President Eric Stueckrath. Secretary Garrett proceeded with the Board Roll Call, after which he announced a quorum was reached.

NAEPB Board Roll Call

Erika Arbogast	Vice President, Public Policy
Rudy D’Amico	Treasurer
Ken Fernald	
Robert Garrett	Secretary
David Horton	Vice President of Base Supply Centers
Reinhard Mabry	Vice President, Services
Jim Kerlin	Vice President, Marketing
Michael Monteferrante	Vice President, Strategic Planning
Dave Wells	Chair of Ethics
Eric Stueckrath	President
Dennis Steiner	Vice President, Operations
Kevin Lynch	Ex-Officio Member, President and CEO, NIB

NIB Staff Present

Angela Hartley	Executive Vice President, Chief Program Officer
Steve Brice	Chief Financial Officer
Laura Reimers	Vice President, Communications
Rick Webster	Vice President, Public Policy
John Qua	Vice President, Services
Neils Marino Thiebaud	Vice President, Business Development
Heather Lyons	General Counsel
Matt Wieseler	Director, Strategic Intelligence
Carla Williams	Coordinator, NIB/NAEPB

Background/Purpose of Special Board Call

The Special Board call was convened so that Kevin Lynch could provide an update to the NAEPB Board on the status of the Cooperative Agreement and BSC Support Proposal with the U.S. AbilityOne Commission.

Discussion/Update

Mr. Lynch started by giving thanks to the agencies for their assistance with the Commission as NIB worked towards finalizing the Cooperative Agreement. He remains hopeful that the final agreement will be signed off on today. In response to a question asked by Ms. Arbogast, Mr. Lynch replied that in many ways the Commission backed off on several things NIB identified as concerns. The Commission removed restrictive requirements language from the agreement, which was beneficial. NIB had proposed a slightly different agreement, which the Commission countered. The fee reward system has substantially changed. However, metrics and an evaluation process will still



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be incorporated. The results of the reviews will be publically available and would indicate how NIB fared against the established key performance indicators.

The Commission has proposed that as a part of the review, there would be consideration to what the fee ceiling would be set. Currently, NIB's fee ceiling is 3.9% and SourceAmerica's is 3.85%. In response to a question asked by Mr. Monteferrante, Mr. Lynch stated that there was no indication of a fee split in the proposed agreement. The Commission has proposed a 1-year agreement with 1 option year. NIB has recommended an 18-month agreement with a 1-year option. The Commission would like to start the evaluation process in sync with the Fiscal Year. The distributor policy, financial and monetary consequences were pulled from the agreement. The Commission wanted to set up a system that would incentivize NIB, making it difficult to understand the logic behind what they were proposing. NIB is interested in getting the agreement signed and moving forward. Resources need to be devoted back into creating employment opportunities for people who are blind. Mr. Lynch stated he is thrilled about the way he has been able to share information and work with Steve Soroka (CEO, SourceAmerica). SourceAmerica felt because of all of the media scrutiny and criticism, it was important for them sign an agreement. Ms. Lyons (NIB's General Counsel) and Mr. Brice has worked with SA's legal counsel and CFO, respectively. As it is in the best interest of the program, Mr. Lynch has committed to Mr. Soroka to make an effort to work more collaboratively with SourceAmerica in the future.

NIB is cautiously optimistic. One concern is that the Commission is not looking to sign the Agreement until Monday. Mr. Lynch stated that he is hoping to send a notice to agencies this afternoon with notification that the agreement had been signed. In response to a question asked by Mr. Kerlin, Mr. Lynch stated that it has been proposed by the Commission that the fee ceiling be reviewed quarterly. NIB has countered with semi-annually. The Commission has an evaluation metric consisting of four categories, but has not shared how the metrics will be weighted. A significant number of things will change as a result of the agreement. The days of the open bar will be no more, as it's one of the restrictions that will be enforced. NIB has 120 days to issue KPI's (flow down agreements) to agencies. Mr. Garrett stated that he is supportive of NIB and united with the changes going forward.

As a result of a question asked by Mr. Wells, Mr. Lynch replied that the Commission will provide a sample template for the flow down agreements. The commission will measure NIB on reps and certs and the accuracy and timeliness of submitting them. NIB will share what the metrics and flow down agreements are when the agreement is signed. He further stated that agencies are independent and NIB can't be held accountable, so agreements are necessary. Mr. Stueckrath stated that NAEPB support will be given to NIB as needed.

Other Business - BSC Support Proposal – David Horton, Vice President, Base Supply Centers

Mr. Horton stated that the BSC committee and 80% of CEO's have supported and contracted with Todd Tiaht (former member of Congress from Kansas). Mr. Tiaht is going to leverage his contacts to gain support for the AbilityOne Program. Mr. Tiaht is working diligently to help garner support to devise a support system. Mr. Lynch stated there have been a lot of questions regarding NIB's position on the matter. McBee Strategic has been successfully working on a number of issues with the agencies, NAEPB and NIB. As indicated, NIB is on board with the decision, as long as wires are not crossed. It has been agreed that Mr. Tiaht and McBee will work closely together to keep each other informed of activities. As long as these conditions are met, NIB is supportive of Mr. Tiaht's efforts. He added that there are other important things going on within Congress. Next month the WIOA



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regulations will be out, which will have implications for the program. Mr. Horton stated that getting the AbilityOne Program the attention that it needs, to protect and move it forward in a positive light is the goal.

In response to a question asked by Mr. Steiner, Mr. Horton replied that the work with Mr. Tiaht was a BSC initiative to tie into program metrics. If the efforts are successful, all agencies will benefit as well. The BSC Agency CEO's (80%) have one-year agreement in place with Mr. Tiaht. The agreement can be terminated at any time if the relationship is determined by the CEO's not to be beneficial. Mr. Tiaht sends weekly status updates and will meet with McBee to align strategy. NAEPB will appoint a committee to work with Tiaht to make sure goals and objectives are being met. Mr. Stueckrath stated that it's important to think about how we are positive influences on federal government. NIB and Mr. Tiaht's efforts need to be aligned to achieve results. Mr. Horton will keep the NAEPB updated on Mr. Tiaht's progress.

Adjournment

As there was no further business to be discussed, Mr. Stueckrath asked for a motion to adjourn. Ms. Arbogast moved the motion, seconded by Mr. Garrett. The meeting concluded at 9:40am.