



The National Association for the Employment of People who are Blind

**NAEPB Board of Directors and Membership Meeting
Crystal Gateway Marriott
Salon 4**

Monday, June 26, 2017
1:30 p.m. - 3:30 p.m. ET
Dial-in number: 1-877-860-3058
Pass Code: 925356

Callers should plan to dial in at least 5 minutes prior to the start of the meeting. Please place your phones on mute to minimize background noise. *

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|---|-------------------------|
| 1. Call Joint Membership and Board Meeting to Order | Stueckrath |
| 2. Member Agency Roll Call | D'Amico |
| 3. Board Roll Call | D'Amico |
| 4. Minutes for Approval
NAEPB Board Teleconference Minutes (4/17/17) | D'Amico |
| 5. Treasurer's Report
NAEPB Treasurer's report Financial Statements | D'Amico |
| 6. Secretary's Report
Application for membership – Columbia Lighthouse for the Blind | |
| 7. Consent Calendar Reports | Stueckrath |
| a. NAEPB Public Policy Committee Report | |
| b. NAEPB Operations Committee Report | |
| c. NAEPB Marketing Committee Report | |
| d. NAEPB Strategic Planning Report | |
| e. FY2017-2019 NAEPB Strategic Plan Final | |
| f. NAEPB BSC Committee Report | |
| 8. Executive Session of the Board and Membership | |
| a. Symposium Welcome and President's Remarks | Stueckrath |
| b. NIB Update | Lynch |
| c. Q&A | |
| d. Today's Environment (WIOA, VA, Flowdown) | |
| 9. Other Business and Open Forum Q&A | NAEPB Members and Board |
| 10. Adjourn Board Meeting | Stueckrath |



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

Monday, April 17, 2017

10:30 a.m.

DRAFT

Call to Order

The meeting of the NAEPB Board of Directors was called to order by President Eric Stueckrath on Monday, April 17, 2017.

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 quorum was reached. Names of the NIB Staff attendees and agency CEOs attending are listed as well.

NAEPB Board Roll Call

Erika Arbogast	Vice President, Public Policy
Rudy D’Amico	Treasurer/Acting Secretary
Ken Fernald	Vice President, Operations
Robert Garrett	Secretary – absent
Jim Kerlin	Vice President, Marketing
Reinhard Mabry	Vice President, Strategic Planning
David Horton	Vice President, Services
Dennis Steiner	Vice President, Ethics and Practices
Dave Wells	Assistant VP, Operations
Eric Stueckrath	President
Michael Monteferrante	Vice President, BSCs – absent

NIB Staff Present

Kevin Lynch	President, CEO
Angela Hartley	Executive Vice President
Heather Lyons	General Counsel
Rick Webster	Vice President, Public Policy
Andrew Mueck	Vice President, Operations
Jon Katz	Vice President, Business Development
Ellen Najjar	Executive Administrative Coordinator

Agencies and CEOs Present

Nicky Ooi	South Texas Lighthouse for the Blind
Lauren Branch	NewView Oklahoma
Jerry Martin	Alabama Industries for the Blind
Mike Chew	Mississippi Industries for the Blind
Lou MoneyMaker	Bosma
Dick Monaco	Arizona Industries for the Blind
Mike Gilliam	San Antonio Lighthouse for the Blind
John Mitchell	Cincinnati Association for the Blind and Visually Impaired
Renee Vidrine	Lighthouse Louisiana
Janet Szlyk	Chicago Lighthouse for the Blind
Trevor Sutherland	Lions Volunteer Blind Industries
Fred Puente	BISM

Approval of Minutes – Rudy D’Amico, Acting Secretary

Mr. D’Amico presented a motion for the minutes for the January 25, 2017 Board Meeting to be accepted. Mr. Steiner moved, motion was seconded by Mr. Mabry. Minutes were approved.

Treasurer’s Report - Rudy D’Amico

Mr. D’Amico presented the Treasurer’s Report. The financial statements ending 2/28/17 were sent to the Board prior to the meeting. 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 \$2,305. 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.

Mr. D’Amico announced there are two agencies THAT WILL BE LEAVING. One for non-payment of dues and another as a result of a termination email received. A full discussion and approval will be held during the NAEPB Board meeting to be held in June.

Mr. D’Amico asked for a motion to accept the 2/28/17 financial report. Mr. Kerlin moved, motion was seconded by Ms. Arbogast. The treasurer’s report was approved.

Dave Wells asked what will be owed to the legal firm reviewing the flow-down agreement. Mr. D’Amico said one bill has been received for \$6,000. Mr. Mabry said the bill will be capped at \$12,000.

Consent Calendar – Eric Stueckrath, President

Mr. Stueckrath introduced the consent calendar. Reports were received from the BSC Committee, Operations Committee, Public Policy Committee, Services Committee, Marketing Committee and Strategic Planning Committee. Mr. Stueckrath asked for a motion to approve the Consent Calendar Report as submitted. Mr. Mabry moved, motion was seconded by Mr. Horton.

Mr. Stueckrath stated that a lot of information is contained in the committee reports and encouraged the members to review the reports.

Mr. Fernald brought to the attention of the Board an MOU which is part of the Operations Report in the consent calendar. The MOU was drafted by Mr. Gilliam and Mr. Moneymaker. The members agreed it will be discussed at the June Board meeting.

President’s Remarks – Eric Stueckrath

Mr. Stueckrath thanked all the committees for their engagement coming out of the Winter CEO Advance. There have been many hot button issues, and he thanked everyone for their work on all these topics, those on the board and outside members.

He thanked Mr. Fernald, Mr. Moneymaker and Mr. Gilliam for their work and input on the draft MOU mentioned above.

Mr. Stueckrath thanked Janet Szlyk for agreeing to host a meeting for a small group of agencies to discuss the flow down agreement. He explained the de-brief that had been scheduled for April 18 with the Commission, has been postponed to allow time for all the agencies to meet to discuss some of the accountabilities to be considered in the agreement.

There has been a lot of on-going discussion with Ms. Ballard and Mr. Lynch regarding the current four-page flow down document. The meeting in Chicago next week will bring that full circle and hopefully to conclusion.

In addition to discussions with the Commission, the agencies have also had discussions with the NCSE regarding the flow down. Mr. Stueckrath has had conversations with Carol Carr with Achieve out of Arizona

and Reinhard Mabry has had extensive conversations with some members of the Executive Committee of the NCSE. A meet and greet to be followed by dinner is planned in New Orleans on May 2 during the SourceAmerica Conference. The initial list of invitations, including members of the NAEPB Board, has been sent, and it is hoped that four or five agencies will be able to attend. He asked the meeting attendees to watch for a note from him in the coming week as he may invite additional members.

One hot button issue recently is the VA issue which has drawn a lot of attention not only among the agencies, but also NIB. There may be some specific asks and requested feedback as this issues progresses. If any agencies have specific requests or questions, please pass them on to NIB.

Mr. Stueckrath asked if there were any questions on the VA issue or if everyone would like to wait for Mr. Lynch's update. There were no questions at this time.

The last issue to bring up is the National Symposium in June. There will be committee meetings, joint sub-committee meetings, a board meeting, and most importantly, recognition of the Employees of the Year. Everyone is encouraged to attend.

NIB Update – Kevin Lynch, President and CEO of NIB

Mr. Lynch encouraged all to read the executive report sent out last week as there was much more information there in several areas.

There were several key areas Mr. Lynch discussed. NIB is still waiting to hear what will happen regarding the FY 17 fiscal budget. Congress does not return until next week and it looks as though they will sign another short term CR on their return, and hopefully will have funding resolved shortly after.

The CR continues to have a chilling effect on NIB and its customers. NIB is running behind the forecasted budget and it is driven primarily by the reduction in textile orders by DLA. NIB is seeing that there has been expected growth in the area of services which is a good sign; in the commodities area it is hit and miss depending on the items ordered. NIB would certainly like to see a budget passed for the rest of this year because that would alleviate a lot of the uncertainty for customers.

NIB also anticipates Congress will start work on the FY18 budget and may have something towards the end of June, which would be welcome news.

Mr. Lynch had a meeting with Claire Grady and Shay Assad at DPAP at the Pentagon. This meeting was primarily to discuss the DOD panel that was put into effect by the NDAA. Mr. Assad started the meeting by saying this isn't about NIB, although as the panel is overseeing the AbilityOne Program, it does affect NIB. They do view the panel having the potential to benefit the AbilityOne program by highlighting such things as who is not buying under the program, which would be helpful. The first meeting is next month and it will primarily be to set up their goals and issues.

Mr. Lynch will be meeting next month with General Perna at Redstone Arsenal in Huntsville, AL. The primary purpose for the meeting is to discuss getting support for the Army BSC pilot. General Perna has been a big supporter of the program, so it is hoped this meeting will get the program started.

Mr. Lynch informed the NAEPB that Lisa Wilusz, who was the Department of Agriculture Commission member, passed away last week. This was very sudden and unexpected. Lisa was the Vice Chair of the Commission and it was anticipated that she would be the next chair this coming June. NIB will keep everyone informed of updates. This is a loss for the program, as she was a great supporter.

Mr. Mabry asked if there was anything the NAEPB Board should do to recognize and offer condolences. Ms. Hartley told the board that NIB has made a donation to the Pancreatic Cancer Association, which is what the family requested. There is also a guest book on line to write a note to the family.

Mr. Lynch turned to the VA issues. The first one is the Med-Surge contract which has implications for a number of associated agencies, with a potential impact on Envision. At issue is the VA had an earlier version out in the market, with nearly 40,000 items. At a meeting last week at SAC, the Deputy Commissioner said that it is actually closer to half a million. The second version has about 7,800 items, and many AbilityOne items have been deleted. The VA explained that most of these items are non-medical or surgical in nature but had been included in the old program. The VA has turned around and put those items under coverage of a non-prime vendor BOA.

Also at issue is that when the BOA was moved from the NAC to the SAC, the SAC ordering system was not as robust as the NAC system. There is some concern about the accessibility or ease for the customer for ordering. The SAC indicated they are talking to the NAC to see what they can borrow from the system. NB has offered to assist with setting up a system that is more use friendly. In the meantime the SAC is working with NIB to develop webinars for the customers, but again the situation hinges on NIB's mandatory status.

Another issue is Winston-Salem and the prescription eyeglass litigation. We are still waiting to hear the results of the ruling from the judge which was expected about three weeks ago. As soon as the ruling is published, all agencies will be notified.

Another issue is the FAR change. The VA changed the FAR to state that anything added to the PL after January 2010 that did not go through the rule of two is no longer mandatory under the AbilityOne Program. They issued the FAR change without following the APA which calls for open comment. NIB obviously has some concern about how it was done and this concern is being communicated out to VA personnel. NIB has outside counsel to discuss what it can do, and is in the process of drafting litigation against the VA. Mr. Lynch will be briefing the NIB Board later this week. NIB doesn't like the idea of suing our customer, but as the Board Chair has stated, if we don't sue, they won't be our customer anyway.

There are two concurrent parts of the litigation: the VA changed the FAR without going through the proper procedures. The second issue is that NIB believes the VA has not correctly viewed the Vets First act and the AbilityOne JWOD act. There is much more detail in what the lawyers are preparing, and it will be shared with the NAEPB.

Mr. Lynch has requested a meeting with the Secretary of the VA and has a confirmed meeting with the Deputy Secretary on May 15th.

NIB has also been meeting with Congressional oversight committees and key members. These meetings will continue and this will be the number one issue for the National Symposium.

Mr. Lynch asked for questions.

Mr. Stueckrath asked what the interaction has been with the Commission on this, what has been their role and what do you see their role potentially being moving forward?

Mr. Lynch did reach out to Ms. Ballard two weeks ago and indicated to her that based on what was being conveyed out by the program officer, items that were added to the list after January 2010 were no longer mandatory. Mr. Lynch told her NIB was seriously looking at entering into litigation against the VA. Since the Commission is a federal agency, of course they can't say a whole lot. He did ask about reaching out to the senior leaders at the VA and did not get a positive reaction. She asked Mr. Lynch to keep her informed about what NIB is doing and he agreed he would. The only action she indicated the Commission has done is to have conversations with OMB which is probably the Office of Federal Procurement Policy.

Mr. Lynch also had a conversation with Jan Frye at the VA, who is a Commission Member, last week and he said he would also reach out to the Commission and Ms. Ballard. Mr. Frye asked the same question and was surprised that there was not more activity going on by the Commission. He is a major supporter of our program.

Mr. Mabry asked if there have been discussions with SourceAmerica, as they must be also feeling the same thing, combined with the fact that they (VA) are insourcing more.

Mr. Lynch has been in touch with Mr. Soroka with regards to how they were addressing the issues, and Ms. Ballard was also on the phone. Mr. Soroka indicated they are looking at litigation as well. Their issue seems to be on the insourcing more than ours and is different from the FAR issue. We did agree to continue to discuss.

SourceAmerica has lost their General Counsel staff person, so their outside counsel was on the call. They have been watching the PDS case and are very interested to see what happens.

Mr. Mabry asked if there is anything the agencies can do that would be helpful from a PR aspect. Are we making sure that our message is conveyed properly that we are not fighting the veterans?

That is of significant concern and we want to make sure it is clear this is not against the vets. This is against a policymaker.

Ms. Hartley explained that NIB is being proactive through social media sites to get the word out that NIB does have a number of veterans who are employees. NIB can demonstrate tremendous support for veterans and is working to have these initiatives in place in case the lawsuit does occur.

Mr. Mabry asked about the agencies feeding stories of the veterans who are working at the agencies to NIB so that they can use them as PR. Ms. Hartley agreed that this would be good information to have on hand.

Mr. Stueckrath asked if there were any other questions or comments members wanted to bring forward. There were none.

Ms. Arbogast asked that all members plan to attend the National Symposium in June. It is very important, as there are many significant issues to address on Capitol Hill.

Mr. Wells asked if a motion should be made for a contribution in memory of Lisa Wilusz. NIB had contributed \$200, and it was agreed that a motion be entertained for a \$200 donation to the Pancreatic Cancer fund in memory of Lisa Wilusz. Mr. Mabry seconded and Mr. Stueckrath agreed to process, as well as writing a note from the NAEPB membership.

Mr. Stueckrath adjourned the meeting at 11:35 a.m.

NAEPB Treasurer's Report
For the Period Ending May 31, 2017

Please see the financial statements for the period ending May 31, 2017. The checking account balance was \$910 and the savings account balance was \$240,789. Accounts receivable remained unchanged from February 2017 and is currently \$3,000. Collection efforts continue.

Accounts payable at the end of May were \$12,464, consisting entirely of two invoices for legal services. Accounting fees of \$680 have accrued through the end of May. Total equity is \$231,555.

Total revenues for the year to date are \$30,519, consisting of \$29,500 of membership dues and \$1,019 from other sources. Year to date expenses are \$20,591 of which \$14,760 are for legal service. The change in net assets for the period ending May 31, 2017 is \$9,928.

I am also asking for a vote from the board to approve the termination of the following non-active members:

1. Delaware Industries for the Blind – For non-payment of dues
2. Vision Loss Resources – For termination email received

Respectfully submitted,
Rudy D'Amico, Treasurer
NAEPB Board Meeting - June 26, 2017

NAEPB
Statement of Financial Position
As of May 31, 2017

ASSETS

Current Assets

Cash Checking 910

Cash Savings 240,789

Accounts Receivable 3,000

Total Current Assets 244,699

TOTAL ASSETS 244,699

LIABILITIES & EQUITY

Current Liabilities

Accounts Payable 12,464

Accrued Expenses 680

Total Current Liabilities 13,144

Equity

Opening Equity Balance 221,627

Change in Net Assets 9,928

Total Equity 231,555

TOTAL LIABILITIES & EQUITY 244,699

NAEPB
Statement of Activities
For the Period Ending May 31, 2017

REVENUE	ACTUAL YTD	BUDGET YTD	VARIANCE	Budget 2017
Investment Income	118	67	51	100
Membership Dues	29,500	31,000	(1,500)	31,000
NIB Reimbursement	901	33,333	(32,432)	50,000
TOTAL REVENUE	30,519	64,400	(33,881)	81,100
EXPENSES				
Accounting Fees	25	1,000	(975)	1,500
Legal Fees	14,760	0	14,760	0
Website Maintenance	1,392	1,067	325	1,600
Awards / Honors	0	333	(333)	500
Insurance - Liability / D&O	1,126	800	326	1,200
Bad Debt Expense	500	2,000	(1,500)	3,000
Miscellaneous Other Costs	0	133	(133)	200
Officers Expenses	0	3,333	(3,333)	5,000
Conference Annual	2,788	13,333	(10,545)	20,000
Service Committee	0	3,333	(3,333)	5,000
Operations Committee	0	3,333	(3,333)	5,000
BSC Committee	0	3,333	(3,333)	5,000
Public Policy Committee	0	3,333	(3,333)	5,000
Annual Audit Meeting	0	333	(333)	500
CEO Annual Training	0	333	(333)	500
Miscellaneous Meetings & Travel	0	2,667	(2,667)	4,000
TOTAL EXPENSES	20,591	38,664	(18,073)	58,000
CHANGE IN NET ASSETS	9,928	25,736	(15,808)	23,100



The National Association for the Employment of People who are Blind

**NAEPB Public Policy Committee Report
June 26, 2017 Board Meeting
Erika Arbogast, Vice President**

The Public Policy committee will be meeting on Monday June 26th at the National symposium so there is no meeting summary to present at this time.

Some updates as of June 8, regarding the symposium numbers are below:

- 1) 45 registered agencies (an all time high)
- 2) Last year there were 40 agencies which was a record at that time
- 3) Over 370 individuals registered for the symposium
- 4) 50 total trained advocates from the 5 classes
- 5) 11 in the 2017 class
- 6) 14 in the 2016 class



The National Association for the Employment of People who are Blind

**NAEPB Operations Subcommittee Update
June 26, 2017 Board Meeting
Ken Fernald VP/Operations**

A meeting of the NAEPB Operations Committee was held via teleconference on May 9, 2017.

The tactics for the Operations Committee proposed by the Strategic Planning Committee were reviewed. The following tactics and timelines were agreed to by the committee members.

The Strategic Tactics are:

1. Establish pricing methodology for a Fair and Equitable Commodity Pricing Process
Lead: Ken Fernald
Timeline: Late summer 2017 – present proposal to AbilityOne Commission, goal of response/fine tuning December 2017.

K. Fernald has re-established the (ad-hoc) Strategic Pricing Sub-Committee to pick up where they left off in 2013/2014. Most CEO committee members agreed to serve again. First conf call was held on May 30, 2017.

Committee members are as follows:

Ken Fernald (Chair), Jim Kerlin, Shelly Taylor, John Mitchell, Dave Wells, David Horton (Ken Edwards), Renee Vidrine (Stephanie Benedetti, Andy Mueck, Jenn King (Kevin Lynch as schedule permits)

2. “Mandatory” support and enforcement
Lead: Rich Wiegold and Jenn King
Timeline: February 2018

There are two sections of this tactic. 1. Procedure on policing authorized distributors 2. Adopt MOU between CEOs to purchase AbilityOne products/services from each other. A draft MOU was presented at last NAEPB board meeting. Expect to vote to adopt MOU at next board meeting to be held June 26, 2017.

3. Pursue business diversification/job growth via commercial market opportunities
Lead: TBD
Timeline: February 2018

The committee determined that this tactic should focus on sharing of information and best practices among NAEPB NPAs in the area of commercial business growth. This should include breakout sessions at NAEPB/NIB conferences.

4. Identify “best practices” or scoring system in customer service delivery and measurements

Lead: Dan Carson

Timeline: December 2018

This tactic will focus on developing best practices and guidelines for an improved and more consistent customer experience. The committee agreed that it would be difficult to implement rigid standards across all NPAs, and it would be more practical to create methods of sharing best practices, standards and measures among NPAs and NIB.

5. Develop/implement “LEAN” new product introduction process

Lead: TBD

Timeline: September 2017

The committee agreed this is an important tactic and collaboration with NIB is essential. NIB staff will coordinate with its internal Process Improvement team.

The Operations Committee will hold a face-to-face meeting during the National Symposium in June 2017. Sub-committee chairs have been asked to report out.

Joint sub-committees meet regularly via teleconference and plan to meet during the October 2017 conference.

NPAs have become more interested in ETS and there has been a spike in the NIB workload as a result. It has been suggested that the October conference would also be a good time to schedule a FSSI industry day since many dealers will be attending as well as wholesalers.

2017 Operation Committee Members

Name	Committee
Ken Fernald	Vice President/Chair
Dave Wells	Vice Chair
Dan Carson	Office Products
Stephanie Benedetti	Jan San
Julie Ellison	Military Resale
Curtis Eatman	TAG
Brenda Mee	MAG
Rich Wiegold	Writing Instruments
Ken Fernald	Pricing Strategy (Ad Hoc)
Kevin Campbell	NIB Representative
Amanda Alderson	NIB Rep – Office Products and Writing Instruments
Shawn Spengler	NIB Rep – Jan San
Anne-Marie Wallace	NIB Rep – Military Resale
Sally DiDonato	NIB Rep – TAG
Tom Black	NIB Rep- MAG
Andy Mueck	NIB Rep – Pricing Strategy
Ellen Najjar	Exec. Admin. Coordinator
Jenn King	NIB Rep – Pricing

ABILITYONE PURCHASING MEMORANDUM OF UNDERSTANDING

Between

and

All other NIB AbilityOne Producing Agencies

This Memorandum of Understanding (MOU) outlines the terms and understanding between the _____ and all other NIB AbilityOne Producing Agencies (NIBPA's) to agree to purchase AbilityOne products where available and understand there may be a price premium associated with the transaction.

Background

The _____ and NIB AbilityOne Producing Agencies support and are passionate about the mission of creating meaningful employment for individuals who are blind through the manufacturing of products.

Purpose

This MOU will ensure the _____ fully and actively supports the mission with their everyday product purchases by acquiring only AbilityOne products (and not commercial alternatives) when they are available---thus producing further employment for people who are blind.

Reporting

While not formalized as yet, parties entering into this agreement can anticipate some eventual self-reporting requirements associated with the AbilityOne product purchases, but not more frequently than quarterly.

Duration

This MOU shall become effective upon signature by the President and/or Chief Executive Officer from the _____ and will remain in effect until modified or terminated by consensus of the NAEPB Board of Directors.

Signed

Name: _____

Title: _____

Agency: _____

Date: _____



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

**NAEPB Marketing Committee Status Report
As of June 15, 2017
June 26, 2017 Board Meeting
James Kerlin, Vice President**

NIB Executive Liaison: Laura Reimers

Since our last report to NAEPB, the Marketing Committee held two teleconference meetings on multiple initiatives. We also achieved one in person executive brief out at NIB regarding the NIB Branding Architecture strategy project.

1. NIB Future Branding Architecture: SKILCRAFT and Services Brand Strategies
 - a. Kaleidoscope, NIB's 3rd party marketing company, presented recommendations and findings with NIB executive staff and Jim Kerlin at NIB headquarters.
 - b. At the request of Kevin Lynch, held the first of two additional report-out meetings. Kaleidoscope presented their findings and recommendations presentation to the NAEPB marketing committee
 - c. The second report-out meeting to gather feedback from agencies is scheduled to take place at the June NIB/NAEPB National Symposium. All CEO's are invited along with other NPA staff in order to obtain important feedback on the multiple potential future brand strategies.

2. Long Term NIB Impact Story
 - a. Developed a slide presentation with examples illustrating why revenue growth has outpaced job growth over the past few decades.
 - b. Drafted an outline of an overall NIB impact story
 - c. Planning to create two message platforms – one for internal audiences to include the sales to job growth gap and one public-facing platform for all stakeholders.

3. e-Commerce Product Promotion Collaboration
 - a. The concept is to make it easy for sister NPAs to cross promote each other's SKILCRAFT products on respective e-commerce platforms.
 - b. A later phase will extend to the entire AbilityOne distribution network. More research and planning are needed before moving forward with this phase of the project.
 - c. Conducting a pilot within/between two NPAs sharing e-commerce promotional content
 - d. Created an online repository for SKILCRAFT product promotional content sharing.
 - e. Next step is to engage more NPAs, particularly the BSC operators which generally have the most robust e-commerce offerings.



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

**NAEPB Strategic Planning Committee
June 26, 2017 Board Meeting
Reinhard Mabry, Vice President**

Members: David LoPresti, Eric Stueckrath, CJ Lange, Shelly Taylor, Platt Allen, Rudy D'Amico, Matt Wieseler and Karen Walls

Update: The Strategic Planning committee has been active, refining the plan. It was determined at the retreat that we were working on too many tactics and needed to focus. In interviews with the committee chairs, some did not believe the plan was relevant to the agenda of their committee at all. Thus, the strategic plan was, in many instances, not being actively worked. We sought to improve alignment and accountability.

Initially, we developed a new structure for the plan, separating the aspirational tactics from the actionable ones. A total of 16 tactics, or 44% of the tactics in the original document, were determined to be aspirational or out of date. Thus, we are left with a more manageable list of actionable tactics to attend to for the period of this plan consistent with the membership's wishes.

We then refined those remaining tactics to include expected outcomes and deadlines with the concurrence of the chairs of the respective committees. All committee chairs reviewed the revisions and, with input from their respective committees, adopted the revisions. We also worked with the chairs to realign the tactics, ensuring that every committee had at least one assignment and no committee had more than 5 assignments. This ensured no committee was overloaded as appeared to be the case in the past.

Committee chairs agreed to provide regular reports to the board and membership on progress with the assigned tactics.

Finally, we developed a scorecard of metrics and a methodology for tracking our performance. All metrics align with the strategic plan and can be updated at least quarterly. NIB has agreed to update the scorecard for the NAEPB. This will provide the board and membership a clear indication of problem areas so we can attend to them as a deliberative body. As an example, the committee noted that our field's average delivery performance to Essendant was less than satisfactory and should be a focus of our attention.

A document detailing the work of the committee and the scorecard to date is provided with this report for your easy reference.

I want to thank the members of the committee and the chairs of the standing committees of the board for their help in this process.



The National Association for the Employment of People who are Blind

Resolution presented to the NAEPB Board on June 26, 2017 to engage services of Todd Tiaht to address WIOA Issues:

Whereas, in 2014, Congress reauthorized and reformed the nation's workforce development programs with passage of the Workforce Innovation and Opportunity Act (WIOA);

Whereas, the subsequent Vocational Rehabilitation (VR) final rule issued in August 2016 contained detrimental policy decisions and language that demand a response from the blindness community so we can ensure that people who are blind continue to receive federal support for critical services and meaningful employment;

Whereas, in a recent survey conducted jointly by the NAEPB and VisionServe Alliance found that many members have already witnessed an adverse impact to their clients and employees;

Therefore, Be it Resolved, that NAEPB believes that regulations adopted by the Department of Education that deny job placements for AbilityOne work under any circumstances represents a grave and existential threat to the AbilityOne program;

Be it Further Resolved, that NAEPB believes that Congress did not intend to disenfranchise people who are blind (or significantly disabled) because of an informed choice they make to seek services or employment within our network of nonprofit agencies;

Be it Further Resolved, the NAEPB shall engage the services of Congressman Todd Tiaht (retired) to engage in public policy advocacy on behalf of NAEPB at a cost of \$7,500 per month for a period not to exceed six months to seek changes to these detrimental regulations and afford people who are blind with maximum opportunity to provide for themselves and their families.