



The National Association for the Employment of People who are Blind

**2015 NIB/NAEPB Public Policy Forum
Crowne Plaza Old Town
Alexandria, VA
Tuesday, April 28, 2015**

NAEPB Board of Directors Meeting

MADISON ROOM

8:30am – 10:00am (Open Session)

10:00am – 10:15am (BREAK)

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

Pass Code: 925356

AGENDA

- | | |
|--|---------------|
| 1. Call to Order | Steiner |
| 2. Roll Call | Garrett |
| 3. Minutes for Approval | Garrett |
| a) DRAFT- NAEPB Board Minutes_2.5.15 | |
| 4. Treasurer's Report | D'Amico |
| 5. Consent Calendar Report | Steiner |
| a) 5a. NAEPB PP report - 4-17-15 (Wells) | |
| b) 5b. NAEPB Services Update for NAEPB Board (Mabry) | |
| 6. Brief Overview of the Public Policy Forum | Wells |
| 7. Letter from Commission: Treatment of AbilityOne Employees | Steiner |
| 8. NAEPB 2015 Strategic Plan Review | Monteferrante |
| 9. President's Remarks | Steiner |
| 10. New Business | All |
| 11. Break to Start Membership Meeting | Steiner |

NAEPB Treasurer's Report

For the period ending 2/28/2015

Please see the financial statements ending 2/28/15. The checking account value was \$7,689 and savings account \$186,697. Accounts receivable balance was \$4,000. A dues write off expense was recognized for 2015 at \$1000. Remaining dues for agencies as listed continue to be collected.

Accrued expenses consist of 5 months of accrued accounting fees at \$625 and 15 months of accrued web site maintenance fees of \$5900. Total equity at the end of February 28, 2015 was \$198,386.

Total revenue for the year to date was \$30,054, all income a result of collected dues. There were no expenses paid out in February.

Respectfully Submitted
NAEPB Board Meeting-April 28, 2015
Rudy D'Amico, Treasurer

NAEPB
Income Statement
For the Period Ending February 28, 2015

REVENUE	ACTUAL YTD	BUDGET YTD	VARIANCE	Budget 2015
Investment Income	54	8	46	100
Membership Dues	30,000	30,000	0	30,000
Voluntary Donations	0	0	0	0
TOTAL REVENUE	30,054	30,008	46	30,100
EXPENSES				
Business Expenses	0	0	0	0
Accounting Fees	155	625	470	1,500
Website Maintenance	1,900	1,667	(233)	4,000
Postage	0	0	0	0
Supplies	0	0	0	0
Telephone / Communications	0	0	0	0
Awards / Honors	0	208	208	500
Insurance - Liability / D&O	1,126	500	(626)	1,200
Bad Debt Expense	0	1,250	1,250	3,000
Miscellaneous Other Costs	0	83	83	200
Officers Expenses	0	2,083	2,083	5,000
Annual Retreat	324	6,250	5,926	15,000
Conference Planning	0	0	0	0
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	1,250	1,250	3,000
Communications Committee	0	833	833	2,000
G4 Committee	0	0	0	0
Medical Advisory	0	0	0	0
CMS Committee	0	0	0	0
(NIB Reimbursement)	0	0	0	0
Annual Audit Meeting	0	208	208	500
CEO Annual Training	0	208	208	500
Miscellaneous Meetings & Travel	0	1,667	1,667	4,000
NIB Reimbursement	0	(20,833)	(20,833)	(50,000)
TOTAL EXPENSES	3,505	2,250	(1,255)	5,400
SURPLUS (DEFICIT)	26,549	27,758	(1,209)	24,700

NAEPB
Balance Sheet
As of February 28, 2015

ASSETS

Current Assets

Cash Checking	7,689
Cash Savings	186,697
Accounts Receivable	4,000
NIB Reimbursement Receivable	0

Total Current Assets 198,386

TOTAL ASSETS 198,386

LIABILITIES & EQUITY

Current Liabilities

Accounts Payable	0
Accrued Expenses	6,525

Total Current Liabilities 6,525

Equity

Opening Equity Balance	165,312
Net Income/ (Loss)	26,549

Total Equity 191,861

TOTAL LIABILITIES & EQUITY 198,386



The National Association for the Employment of People who are Blind

Key Issues:

Public Policy Forum

The committee has been busy preparing for the Public Policy Forum. We are excited that 35 agencies are taking time to participate in this year's Forum, although our informal goal was to hit 40. We will need to redouble our efforts and communicate to all agencies the importance of coming to DC for two days to collectively advocate in front of Congress on priority issues. One terrific new development is the acceleration of the Advocates for Leadership and Employment program, and the fact that we have thirteen new Advocates coming to DC for training and to participate in this year's Forum.

GSA Challenges (Markups, Sale of ETS and new contract for walk-in office supply stores)

The A-1 Program continues to face challenges with GSA contractor non-compliance with AbilityOne Program requirements, sale of ETS items, excessively high GSA markups on products and the new contracts awarded by GSA for brick and mortar, walk-in stores for office products despite the US AbilityOne Program telling GSA no contractor was authorized to perform this work. We continue working with legislators on Capitol Hill to bring about positive changes that ensure greater compliance and increased employment for people who are blind.

While we have not had a major win on these issues as of yet, we have been very effective in getting Congress to communicate to GSA leadership in both individual letters, as well as through the House sign-on letter that went from 63 House Members last fall to GSA. More recently, Senators Schumer and Gillibrand sent letters to GSA and the GSA Inspector General raising critical questions about our top concerns. And in March, House appropriators asked very direct questions of the Acting GSA Administrator concerning its support for the AbilityOne Program. All of this has kept the heat on GSA and resulted in some progress on these issues, but much more remains to be done.

1. Linkage between Issues / Strategic Plan

Our relationship with NIB continues to be excellent. We are able to coordinate our efforts and we are in agreement on all issues and asks in the Public Policy area. The

committee has been proactive in addressing threats for the various aspects of the program.

2. Committee/Subcommittee Activities

a. Call out any wins

The recent “wins” have included activity on the part of Senators Schumer and Gillibrand, writing both to then-Administrator Tangherlini and the GSA Inspector General, which has managed to keep the heat on the agency. This is especially significant since Senator Schumer is the 3rd highest ranking Democrat in the U.S. Senate, and has now been tapped by Senate Minority Leader Harry Reid to take over as Democratic Leader of the Senate in 2016.

The recent questions asked in person during the hearing – and as a follow-up in the form of Questions for the Record – of the House Appropriations’ subcommittee on Financial Services and General Government, are also helping to keep the heat on GSA. There is also language that has been proposed as “report language” for inclusion in the House appropriations bill that funds GSA that would strongly urge GSA to reduce any remaining high markups on AbilityOne products and rein in authorized vendors who repeatedly sell (or offer for sale) ETS products.

These actions represent real progress on this issue, but the fight must continue and be expanded.

b. Challenges

- 1) Creating even broader participation by all agencies in the advocacy process, be it the Public Policy Forum, the Grassroots Forum in August, or more fully engaging elected officials year-round.
- 2) Maintaining energy and interest in the key issues that are the focus of our collective efforts year after year. We must guard against losing interest in issues that do not seem to go away as a result of Congress and/or federal agencies not fully acting on, and resolving, these challenges. Every community that advocates in Washington, DC faces this same problem.

FY 15 YTD Results

- Sales: \$40MM in sales through March 31
- Projects Completed:

AbilityOne

- 2 SCM; 19 BWYs

Commercial

- 1 CMS; 2 BWYS
- 3 Admin; 3 BWYs
- 1 Call Ctr; .5 BWYs
- 1 SCM; .5 BWYs

FY 15 Continued

- Current pipeline:
- 36 projects; 123 BWYs
 - 7 SCM; 15 BWYs
 - 6 CMS; 13 BWYs
 - 16 Admin; 34 BWYs
 - 7 Call Center; 61BWYs
- Close collaboration with BD to increase pipe
- Cybersecurity pilot process underway identifying candidates and opportunities
- Training pilot development underway
- CMS IDIQ renewal on schedule for June completion

2015 NAEPB Strategic Plan

To represent the collective interest of its member organizations to enable them to maximize employment opportunities for people who are blind.

Program Stewardship (Strengthen The Ability One Program and Prepare for the Future)

- Anticipate/address factors that will impact Agencies (SP)
- Help Agencies build strategic planning capabilities (SP)
- Establish proactive public policy strategy (advocating Program to legislators & addressing threats) (PP, BSC)
- Develop and execute strategic communications plan (advocating Program to all key stakeholders) (COMM, BSC)
- Conducts Cost-Benefits Study on Program (PP)
- Establish and implement Governance and ethics standards for NPA's (ETHICS & PRACTICES)
- Establish pricing methodology that strategically positions the BSC's-(BSC)
- Strengthen relationships with blindness Community (PP)

Employment Growth & Employment Satisfaction (Grow And Diversify Employment)

- "Mandatory" support and enforcement (OPERATIONS, PP)
- Leverage NPA's combined capabilities in new business opportunities (SERVICES, OPERATIONS)
- Develop business models that can be easily replicated (SERVICES, OPERATIONS)
- Establish alliances with consumer groups, state agencies, etc. (PP)
- Embrace and support the Quality Work Environment initiative (NAEPB/NIB)
- Develop/implement "LEAN" new product introduction process (OPERATIONS)
- Pursue business diversification/job growth via commercial market opportunities (OPERATIONS)
- Identify new business opportunities and different ways of approaching them (OPERATIONS)
- Broaden "choice" in career opportunities

Customer Satisfaction & Operational Excellence (Be Supplier Of Choice)

- Establish "consistency in excellence" across all Agencies (BSC's, SERVICES, OPERATIONS)
- Publicize/recognize agencies' outstanding customer service (ALL)
- Establish customer recognition and contact program (PP)
- Establish customer service measurement and tracking (OPERATIONS)
- Identify Agencies in need of "customer satisfaction" assistance (quality, delivery) (OPERATIONS)
- Identify "best practices" in customer service delivery and measurements (OPERATIONS)
- Optimize Customer Satisfaction across all NAEPB Agencies

Membership Engagement and Value (Engage Members and Provide Value)

- Drive member engagement in NAEPB by eliminating barriers – MEMBERSHIP
- Strengthen partnership/communication /coordination with NIB (PP)
- Expand membership to all organizations serving people who are blind-MEMBERSHIP
- Revamp organizational structure to better fit needs (NAEPB BOARD)
- Define NAEPB legislative needs and associated funding methodologies (NAEPB BOARD)
- Coordinate with NIB to devise "information center" of products and services, core competencies and relationships (SERVICES, OPERATIONS)
- Continue to identify best practices across all NPA's and all disciplines (BSC, OPERATIONS, SERVICES)
- Encourage larger, stronger agencies to mentor smaller, resource-challenged agencies (NAEPB BOARD or New Subcommittee)
- Identify opportunities where joint "pooling" approaches will generate member benefits (OPERATIONS, SERVICES)

Sales & Business Growth (Grow and Strengthen)

- Have federal agencies establish goals (NIB)
- Acquire "umbrella" GSA Schedule for all NIB agencies (NIB)
- Leverage Federal Acquisition Regulations to better position BSC's (BSC)
- Establish AD HOC BSC Advisory Board of BSC/NON BSC Agencies