



BSC Committee Report – Through Feb FY24

The BSC Team conducts monthly conference calls for all BSC Operators to review program sales and employment, performance metrics, marketing activities and discuss issues affecting the success of the BSC program. Below are updates for some of the ongoing initiatives.

Sales & Employment: There are 6 BVI (Blind and Visually Impaired) vacancies. There were 4 vacancies created between January and February. There are 25 managers, 208 direct labor positions, and 56 off-site BSC support positions, totaling 289 positions within the BSC Program filled by employees who are blind, visually impaired, or have a disability.

Sales by Category YTD (Through February) FY24:

- AbilityOne sales were relatively flat at +0.7% over FY23.
- Commercial sales were up 11.3% over FY23.
- HAZMAT sales were up 20.9% over FY23.
- IEE sales were down 14.3% over FY23.
- Total sales were up 1.9% over FY23.

AbilityOne Ratio: The overall AbilityOne ratio is **24.1%**. Sales reported as HAZMAT, IEE, COCESS, and COPARS are not included in this calculation.

- 8 of 19 operators had AbilityOne ratios above 25%.
- 77 of 161 BSC stores had ratios over 25%.
- 12 of 161 BSC stores had a ratio in the single digits.

Commission Memo on BSCs: On 03/11, Commission met to discuss signing the document at the executive level or director level. Because FAR is referenced, this could be useful to engage AF, GSA, and others on current limitations of purchases above MPT at BSCs. The Commission committed to getting the letter signed this past week. An update will be requested during Commission/BSC meeting on 04/04 or sooner.

Air Force:

- First Look: Some BSC Operators are participating in the VIT First Look marketplace and some in the NDVSB First Look marketplace.
- Above MPT Purchases: On 03/13, Commission, Air Force Procurement, and NIB met to discuss potential options for Air Force procurement over MPT at BSCs. The next steps include Air Force regroup with leadership and consideration of participating in a discussion with BSC Operators during Semi Annual Meeting. The FAQ document drafted by NIB and BSC Operators is in process. Follow up will be beginning of April.

DLA/TLS: Participating BSC operators (16 of 19) were asked to review performance scores and decide to continue participation or terminate program participation at no penalty. Only one operator opted out of participation, though DLA will not terminate their participation as this operator is responsive. DLA hoped inactive operators would consider termination. All BSC Operator CEOs acknowledge continued participation and the potential risk to their CPARS scores. DLA will reevaluate during the next In Process Reviews.



Army: At the beginning of February, Morris McIlwain reached out to NIB to reiterate potential causes of sales decline and indicated that GCSS-A is also seeing a sales decline. Army confirmed they will promote BSCs before any other open market option. Decline in sales at Army BSCs may be attributed to reduced deployments and spending of Contingency Operations Budgets, as well as increased competition for the remaining dollars. GCSS-A also likely plays a role especially at training bases.

- First Stop: Cardholder instruction is to first go to the brick-and-mortar BSC on base, then the BSC ecommerce site, then to NDVSB/AAFES First Stop marketplace, and lastly to open market sources. Cardholder education will be addressed during training sessions and GPC management reviews.
- Global Combat Support System Army (GCSS-A): A BSC operator is working to leverage Army contacts to request AbilityOne sales data since GCSS-A implementation. This would show clear data on AbilityOne sales that were processed through GCSS-A rather than by the BSC. The data will assist additional discussion with Army on GCSS-A impact on BSCs.

GSA 4PL: NIB monitors the implementation of the GSA 4PL program, with the goal to avoid conflict with existing BSC locations, and that GSA either use the local BSC or avoid overlap in scope. During the NIB conference, NIB discussed with GSA that under FAR 8.713, the BSC should be considered and provided the opportunity to bid on non-PL purchases over MPT and under SAT, unless expressly forbidden in the executed BPA. The proposed Commission memo on BSCs could be useful to reengage GSA on current limitations of purchases above MPT at BSCs. Follow up on this memo will occur during the next Commission meeting on 04/04.

BSC Reporting Site Project: Item level analysis report is in development. Business intelligence will be shared with operators and aggregate spend data will be supplied to customers. Ad hoc report capability is in development. Soon, DLA-TLS program sales will be categorized in order to ensure removal from BSC fee application in FY24.

BSC Director/Program Manager Visits: NIB BSC did not conduct a BSC site visit in February.

New BSC Locations: Lakehurst COPARS was added to the Procurement List, effective 01/07, with Bestwork Industries. There are 3 pipeline projects in active development for FY24 addition, and several more targeted for FY25 addition.

Compliance Audit FY24 Summary through February:

- 3 agencies, 7 store visits
- 3 BSCs had Best Practice scores lower than 95%
- 1 BSC was not compliant with the ETS policy
- 1 BSC had no blind labor at the time of the visit
- 6 BSCs with AbilityOne sales below 25%
- 0 with AO active items below 25%
- 4 with AO active items 50% or higher
- No pricing issues identified



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

NAEPB Marketing Committee Board Report

March 25, 2024, Board Meeting

The Marketing Committee and NIB met on March 13 to collaborate on a new plan for Government Relations campaign to closer align with Public Policy Forum. Josuha Gould shared findings and priorities discussed in depth during NAEPB Retreat in January. The status and key activities for each initiative are provided below.

Initiative #1: 2024 Government Relations Campaign

Goals

- Support the business growth (revenue / employment) of the program through the 1% DoD utilization goal and other pro-growth messaging
- Position NIB/NAEPB as the subject matter experts for blind employment to educate decision-makers / influencers about our program and our jobs (they are real, and they matter) while combatting the negativity pushed by other groups

Ensure the Marketing efforts align with the Public Policy priorities of the NAEPB, with focus on congressional staff / congressional influencers/ AB1 Commission.

Status

- Preparation is underway and the campaign will officially launch April 15.

Campaign Execution

- Interpersonal Communication: Facilitate conversations between stakeholders and policymakers
- Direct Communication: Steady drumbeat of social media, email, podcasts, and videos that coordinate with and augment shoe-leather lobbying and advocacy
- Precise Digital Advertising

Measurable Goals

- Reversed-execution approach – a notable new method is the mobilization of both Advocates and NPA grassroots efforts
- Addition of new creative assets (podcasts, videos as future marketing collateral)
- KPIs to measure success (both grassroots and digital)
- Focus on tangible and actionable results – both grassroots and digital KPIs

Grassroots Campaign Stakeholders

- Advocates for Leadership and Employment
- Government relations, public relations, and marketing contacts at NPAs
- Marketing / social media committees
- Agency CEOs / leaders for success stewardship

Grassroots Campaign Efforts

- Mobilize NPAs to support the campaign through localized grassroots efforts
- Increase campaign exposure among the targeted audience and extend it to other vested constituents
- Reinforce the messaging delivered to policymakers on the Hill by personalizing it and connecting to the community
- Generate more conversions, including meetings / visits, ultimately helping to achieve the goal of telling our collective story and protecting and expanding employment for people who are blind

Grassroots Campaign – NPA Asks

- Leverage the toolkit to raise awareness of the campaign at the local level (press releases, social calendar, sample posts, and emails)
- Participation in “Amplify Our Message” LinkedIn group and engagement with social posts
- Report to NIB, on a monthly basis, “mobilization KPIs” to help us gauge the usefulness of deliverables and the level of agency engagement

Timeline

- April 15 – Campaign Launch
 - Toolkits
 - Landing page
 - Webinars and FAQs
 - Refreshed existing assets
 - KPIs established

- 3 Advocacy-focused podcasts scheduled
- May 13-15 – Public Policy Forum / Build New Assets
 - Live meeting coverage
 - Social sharing
 - Show from the Hill podcast edition
 - Videos
 - PR and media coverage
- Post-Public Policy Forum – Advertising and Promotion
 - YouTube advertising
 - Podcast promotion
 - Email marketing
 - Digital and social
 - PR and media efforts
- Month Reporting and Check-Ins
 - Set apart from previous executions
 - Grassroots KPIs
 - Digital KPIs
 - Video KPIs
 - Podcast KPIs
 - PR and media KPIs

Notable Tactics

- PR and Media Outreach: Press releases, media coverage pitches around PPF and 1% DoD goal utilization, and other tactics supporting the campaign
- Podcasts themed around PPF, 1% DoD goal; inviting congressional champions and agency CEOs for interviews
- Live recording on the Hill with supporting videos
- Video promotion in newsletters, email, YouTube advertising, and social media
- Email: Series of emails with a call to action to become a champion of the Program (Bloomberg Government, 2023 pledge signers, agency contacts)
- Heavy cadence of LinkedIn Group shares / likes / etc.

NIB/NAEPB Congressional Champions Effort: Idea

- Solicit elected officials to commit to becoming an NIB / NAEPB Congressional Champion, signaling to their constituents that this is a mission that means something to the community

Initiative #2: Legacy Packaging Collection Update

- 100% of the Legacy Packaging Collection is now updated in the new formats.
- Focus for 2024 will be on military resale packaging updates and other products needing updates outside the Legacy group, along with new products added to the Procurement List (PL).
- Packaging designs for Q3 and Q4 2024 have been created and continue to participate in Post PL Portal meetings as we review and update the product launch process.
- The timeline for the updated SKILCRAFT licensing agreement has been adjusted.

Initiative #3: SKILCRAFT Products and Services Marketing

In addition to ongoing packaging and licensing updates, NIB and the marketing committee are working on three ongoing SKILCRAFT promotional initiatives that drive program sales and employment:

(1) SKILCRAFT Products Advertising Campaign

Audiences: Federal procurement workers, manufacturing procurement professionals, and Government Purchase Card holders.

Goal: Strengthen SKILCRAFT brand awareness and its association with NIB and the AbilityOne Program. Messaging focuses on product offerings and the benefits of procuring SKILCRAFT.

Status: Part one of the SKILCRAFT products campaign launched August 1. All product ads had unified messaging: "Procure with Purpose. Choose SKILCRAFT." Ad copy emphasized end-of-year budgets for procurement officers and positioned SKILCRAFT as a solution to maximize those budgets and spend them before year end.

Part two of the SKILCRAFT products campaign launched October 6. While it still highlights the range of products, ad copy shifted to focus on making procurement easy and the high quality of SKILCRAFT products.

Tactics include a dedicated landing page and ads on Google, social media, Taboola, premium publications, and Federal News Network email sponsorships. KPIs include form fills and click to shop.

KPIs to date:

Part One

- 188 form fills (188% of goal)
- 9,212 clicks to shop (1,842.4% of goal)

Part Two

- 74 form fills (70.5% of goal)
- 7,328 clicks to shop (349% of goal)

(2) SKILCRAFT Services Advertising Campaign

Audiences: Government customers in need of fulfilling service requirements.

Goal: Strengthen awareness of the SKILCRAFT brand's various service offerings and capture contact information for prospective service purchasers. Messaging focuses on SKILCRAFT's Call Center, CMS, Manufacturing, and Kitting offerings, and the benefits of procuring SKILCRAFT.

Status: The SKILCRAFT services campaign launched October 20. Tactics include a dedicated landing page and ads on Google, Bing, and Taboola. KPIs include Form Fills (to request more information) and Service Link Clicks.

KPIs to date:

- 253 Form Fills (253% of goal)
- 16,201 Service Link Clicks (926% of goal)

(3) SKILCRAFT Product Marketing Activities

NIB continues to update product ads quarterly, refreshing messaging and design to focus on priority products for the quarter.



The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of March 15, 2024

Joint Commodity: Brian Patchett (NPA), Amanda Alderson (NIB), Shawn Spengler (NIB)

Major Challenge or Accomplishments:

- Defining the focus of the subcommittee. This will be accomplished with the results of the survey.

Significant Updates:

- Questions for the survey have been developed and are being prepared to send out.
- FY24 YTD (January) NPA reported sales for Commodities +13.5%: Office Products -.7%, Writing Instruments -12.3%, JanSan +25.1% and MRO +28.8%

Action Items:

- Distribute the survey this quarter.
- Subcommittee meeting to be held upon completion of survey.

Jan/San Working Group: Blake Lohnes and Shelley Foust

Major Challenge or Accomplishments:

- Implementation of US AbilityOne Commission Policy 51.542. Nonprofit Agency Use of AbilityOne Products in the Performance of AbilityOne Service Contracts.
- Phase I: Began October 1, 2022
- Phase II: Began October 1, 2023

Significant Updates:

- FY23 results:
 - 84 projects renewed
 - Total annual contract value of \$167 million. Estimated 2% of contract to be AbilityOne products. Annual forecast for AbilityOne projected to be \$3.6 million.
 - 4 Lines of Business: Custodial, Food Service, Healthcare Environmental, Total Facilities Maintenance/Management.
- Phase II: FY24 Projections
 - Lower requirement from \$1 million to \$250,000.
 - Additional 9 lines of business added to 4 existing LOBs.
 - FY24 Q1 39 projects renewed.
 - Approximately, 300 service contracts are projected to renew in FY24.

Action Items:

- On-going collaboration between NIB and SourceAmerica
- Quarterly SA NPA training sessions as well as contract specific Q & A Sessions
- On-going compliance monitoring and sales reporting by CNAs
- On-going Distributor training and engagement of sales teams and customer events
- ABOR and Federal contracting training to include GSA PBS Training

- Environmental attributes and SDS updated for chemicals/soap on AbilityOneCatalog.com
- Future marketing/educational tools for Federal Contracting

TAG: George Tobler and Gary Colello

Major Challenge or Accomplishments:

- Delinquencies
 - Monitoring since January 2023
 - Healthy reduction in January 2024 after seeing steady increases throughout CY23.
 - Remedial actions.
 - Contract delivery schedules modified to reflect customer driven prioritization.
 - One contract alone eliminated a \$3M delinquency.
 - Some file cleanup – simple unit pack discrepancies.
 - Improved performance – diligence to get current.

Significant Updates:

- Monthly reporting possibly transitioning to Sisense starting FY2024.
 - Report to be shared across Agency CEOs.
 - Accuracy in reporting is essential – attention to detail.

Action Items:

- Improved performance is vital to the future health of the NIB Textile Apparel Group.
 - Increased scrutiny on the program brought on by Source America NPA lawsuits.
 - M&D MOA shared (by DLA) with industry partners.
 - DLA-TS, C&T monitoring performance with attention to subcontracting (keeping work in the program).
- The annual TAG Conference.
 - Will be held June 11-13 in Philadelphia.
 - Development of the Equipment and machinery availability shared repository.

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Challenge or Accomplishments:

- DeCA FY 24 sales through January plus 5.23%.
- DeCA FY 24 savings standard 25.6%
- Supply Chain constraints impacting competitive pricing for MR products.

Significant Updates:

- SpartanNash Updates Inbound Shipping and Receiving Requirements for Norfolk, Virginia posted NIBTW. Please review if you have not done so already.

Action Items:

- Supply chain constraints - need for alternative solutions and management of product assortment.
 - Test on moving selected SKILCRAFT items to cross docking distribution method started. Reviewing option of transition to produce house distribution.
 - Produce house alternative test going well. Eliminates slow mover.
 - Considering other alternative solutions.
 - Current and forthcoming new items will need to take into consideration supply chain constraints and costs associated with slowing moving inventory.
 - Reducing duplications and slow-moving items.

Pricing Subcommittee: Jim Kerlin, Jenn King, Kevin Campbell and Brian Ganzert

Major Challenge or Accomplishments:

- In February, the Pricing Strategy Subcommittee engaged the Commission to re-energize the players, review the work of the subcommittee, and the road ahead. The Commission verified that the new PLIMs 2.0 system will accommodate the FMP Commission field without a commitment on the implementation date unfortunately.
- Following the latest GSA Region 7 APC cycle, NIB noticed that some of the price increases proposed by the NPAs on items were potentially out of range. This could be due to users inputting mistaken ETS selections or differing units of issue while utilizing the pricing tool. NIB is currently reviewing these submissions and may suggest additional review or correction by the NPAs on certain products. NIB will continue to refine the pricing tool and implement further parameters to improve the accuracy of inputs.
- A few actions that still need to occur include:
 - NPAs need to perform updates on freight and MOQ changes as needed.
 - The Subcommittee still has work to determine our approach to address special handling mark ups vs. standard FMP(s) vs. a Far 8.7 approach.
 - Final recommendation for corrective action for items that are non-competitive vs. market pricing
- We acknowledge that during the NAEPB retreat, the out of cycle price change process needs to be addressed. Once the body of work from the Pricing Strategy Subcommittee occurs, all recognize the need to tackle the out-of-cycle price change process.

Significant Updates:

- None

Action Items:

- NIB will pull together a meeting for the pricing subcommittee as we have not met for some time.
- NPA will continue to perform updates on freight and MOQ as needed during the upcoming APC cycles

Service Level Working Group: Dan Carson and Annelie Eyre

Major Challenge or Accomplishments:

- Overall NPA on time percentage has had SIGNIFICANT improvement from previous years and continues to improve monthly. Our efforts are working!
- NPAs have maintained an average of 85% or greater for the past 6 months for non-PE NSNs.
- Year-over-year service levels for the past 3 months improved by 15-19%.

Report Month	On-Time %	Report Month	On-Time %
Dec-23	86.29%	Dec-22	73.89%
Jan-24	88.72%	Jan-23	76.98%
Feb-24	90.73%	Feb-23	76.22%

Significant Updates:

- In February, 42 out of 43 NIB and all SA (28) NPAs provided monthly KPI reports.

- In November, the group executed reason codes standardization to identify root causes for shipping delays. Since implementation, utilization for reasons for delays has increased from 89% to 99%.
- There's been a steady increase of accurate submissions since updating the template in November 2023. Additionally, reports are being submitted with minimal errors.
- NPA template checklist is delivered to each NPA as part of the monthly email to remind the NPAs of the report due date.

Action Items:

- Development of a mentoring program.
- Enhance the monthly scorecard format based on NPA feedback.



NAEPB/NIB Operations

25 March 2024

Service Level Working Group

- GSA On Time Delivery 90.73%
- Textile Apparel Group On Time Delivery 91.3%, \$11.6M Delinquent

Jan/San Working Group

Contracts

- 30 Sep 23 # Contracts in Scope 84.
- End Q1 FY24 # Contracts in Scope 123 (39 new Q1 contracts)

Sales

- 30 Sep 23 Annual Sales \$1,069,777
- End Q1 FY24 Sales YTD \$962,113*

*Actually, due to reporting latency, the Q1 FY24 number is approximately \$1.1M.

Pricing & ETS

- Pricing- Still working Pricing Model. Out-of-Cycle pricing TBD.
- ETS- Identifying key pain points and top NPA ETS performers.



The National Association for the Employment of People who are Blind

PUBLIC POLICY COMMITTEE UPDATE

SUBMITTED BY DAN KELLY, VP

March 25, 2024 Board Meeting

Topics

- Section I: AbilityOne Utilization Goal
- Section II: Public Policy Forum
- Section III: AbilityOne Commission Feedback on Three New Draft Compliance Policies
- Section IV: Public Policy Platform Sub Committee
- Section V: Bosma's Jeff Mittman Testifies in Senate

Section I: AbilityOne Utilization Goal

Since our New Orleans retreat, all agency executives and Advocates received information regarding how to reach out to Congress in support of the 1% AbilityOne utilization goal for DoD. Please keep sending in letters, emails, and requests to members of Congress in support of the 1% AbilityOne utilization goal provision for the Department of Defense. Whether they serve on the Armed Services Committees or not, all members of Congress you regularly meet with should be hearing from your agency on this request. A copy of the joint NIB/NAEPB letter sent to the leadership of both Armed Services Committees is attached to this report. NIB/NAEPB and SourceAmerica/NCSE are aligned and working in a great spirit of coordination and collaboration on this critical issue.

Additionally, the below is the language that we are interested in getting included in this year's NDAA.

GOAL — The Secretary of Defense shall establish an AbilityOne contracting goal for each fiscal year for the procurement of products and services from nonprofit concerns pursuant to 41 U.S.C. Chapter 85 of an amount equal to 1 percent of the total amount of funds obligated for contracts entered into with the Department of Defense in such fiscal year for procurement.

Finally, on this topic, NIB and NAEPB leadership worked together and created a Frequently Asked Questions (FAQs) document that will aid in responding to questions from congressional offices in response to our request for the utilization goal. Please review this carefully. It is a living document, and we'll be adding to it as we get other questions from Congressional offices. A copy of the FAQs is submitted along with this report. If you have questions about the FAQs, please direct those to Rick Webster at NIB.

Section II: Public Policy Forum

Registration is now open for this year's Public Policy Forum, we wanted to reinforce the need to register now for this important event.

NIB/NAEPB Public Policy Forum

May 13-16, 2024

The Westin Alexandria Old Town

[Click here to register now and reserve your hotel room.](#)

Contact Rick Webster at rwebster@nib.org or Vivian Fridas at vfridas@nib.org with any questions.

Section III: AbilityOne Commission Feedback on Three New Draft Compliance Policies

In February, the AbilityOne Commission posted three new draft compliance policies to its website. The Commission requested public feedback on these draft policies by March 14, 2024.

The three draft policies can be found on the Commission website via the following links:

- 51.401: [AbilityOne Program Nonprofit Agency Entry Qualifications](#)
- 51.402: [AbilityOne Program Qualification Requirements for Nonprofit Agencies and Associated Responsibilities of the Central Nonprofit Agencies](#)
- 51.404: [Direct Labor Hour Ratio Requirements](#)

The Commission also posted a table summarizing the changes between current compliance policies and these proposed policies at this link:

<https://www.abilityone.gov/commission/draftcompliancepolicies.html>

Through the joint Compliance council made up of NCSE and NAEPB organizations, NAEPB filed joint comments on these policies. These comments are also included with this report. Several NAEPB member agencies as well as NIB individually filed comments on these policies, and we thank you for your efforts.

Section IV: Public Policy Platform Sub Committee

Coming out of the NAEPB leadership retreat we felt it was important to streamline how we interact with other blindness groups and Congress by developing a public policy platform for the NAEPB. That way, the next time some group asked us if we could support X initiative, we'd already have an established opinion on it. This important work will keep us from having to come back to this board every time we want to get approval to join a sign on letter or participate in some other public policy initiative. In its simplest form, we're thinking of this as a political campaign. When you're going to vote for your Senator or Congressional representative and you want to know how they'll vote on a particular issue, you can just go look it up at their campaign website.

I want to thank our five volunteers for agreeing to participate in this subcommittee work. I've included their names and e-mails below in case anyone would like to provide them with feedback on any particular issue of concern.

- Brian Patchett, bpatchett@lablind.com
- David Steinmetz, DSteinmetz@azifb.com
- George Tobler, gtobler@visioncorps.net
- Kristen Parker, Kristen.Parker@lc-ind.com
- Philip Murph, philipm@lionsservices.org

The Subcommittee's work will focus on:

1. Establishing a broader platform message that is scoped to the NAEPB mission.
2. Listing the public policy issues, we could have an opinion on given the scope of our platform message.
3. Determining what our position is on that particular issue and articulating any nuances to that position.

Section V: Bosma's Jeff Mittman Testifies in Senate

Jeff Mittman, President and CEO of Bosma Enterprises, and President of NAEPB, testified on Thursday February 29 before the Senate Special Committee on Aging. He did a tremendous job of representing Bosma and our community, and reminding the Senators that our program pays competitive wages with benefits, and that all our NPAs are employers of choice where employees who are blind work in inclusive settings with sighted colleagues, and that they have the same opportunities for career growth and promotion – including being leaders of nonprofit agencies.

The hearing was led by the Chairman of the committee, Senator Bob Casey of Pennsylvania, with Senator Mike Braun of Indiana participating as ranking member of the committee. Senators Pete Ricketts of Nebraska and John Fetterman of Pennsylvania also participated and spoke and asked questions of witnesses. The other witnesses included a young person from Pennsylvania

who is the owner of a coffee business, and who is blind; a person with autism who performs complex IT work for a healthcare company in Arkansas; and a professor from Virginia Commonwealth University whose work focuses on disability employment and rehabilitation.

It was especially important that Jeff addressed misperceptions about NIB/NAEPB nonprofit agencies at a hearing that featured multiple mentions of “sheltered workshops” and “subminimum wages” by other witnesses and some Senators. NIB and NAEPB support the Transformation to Competitive Integrated Employment Act (TCIEA) that would phase out and end the payment of subminimum wages to persons with disabilities. NIB has also endorsed Senator Casey’s Disability Employment Incentive Act (DEIA) legislation that would extend tax credits to nonprofits hiring people with disabilities. Both these bills were front and center in the hearing.

The hearing was cordial and very bipartisan, and Jeff respectfully argued for choice in employment, with ranking member Braun also focused on government not implementing a “one size fits all” approach to disability employment. It was acknowledged by the chair and ranking member that, while disability employment is growing in this country, there is much room for improvement. The Senators participating in the hearing also acknowledged and thanked Jeff Mittman for his military service.

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The National Association for the Employment of People who are Blind

SERVICES COMMITTEE REPORT

SUBMITTED BY GEORGE ABBOTT, VP

March 25, 2024 Board Meeting

George Abbott of Lighthouse for the Blind, Inc., headquartered in Seattle, was appointed Services Committee chair at the February NAEPB meeting in New Orleans. George met with Robert Harris and the NIB team supporting services. He is in the process of checking in with each of the five NPA subcommittee co-chairs to get up to speed on priorities and progress.

Senetra Burgess, along with other members of the services team from NIB, compiled a document listing services performed by the various NPAs. This is the start and the document will be updated accordingly. The first version was shared with members of the Services Committee

Teleservices Subcommittee

- The council is working on an agenda for a full consortium meeting in April/May
- Worked with Senetra Burgess on an RFI response for an opportunity to provide call center services for the Bureau of Consular Affairs

CMS Subcommittee

- Sharing resources related to recruitment and training
- Discussing how to access opportunities for work with federal agencies and in the commercial sector

More details will be provided in the next report.



The National Association for the Employment of People who are Blind

NAEPB Treasurer's Report
For activity through March 25, 2024
NAEPB Board Meeting – March 25, 2024

This report is the third report of the 2024 fiscal year and includes financial statements for the year to date. The following are highlighted activities:

- Membership dues invoices are in process and we have \$19,100 total dues yet to be paid from 10 member agencies. Reminder invoices and follow up phone calls to member agencies are being sent again.
- The 2023 tax preparations and filings are complete.
- It is recommended to initiate another, \$50,000 CD for up to 13 months at an estimated 5.10%. Two CD's of \$50,000 each were initiated on December 29 and have maturity dates of July 29, 2024 and November 29, 2024. This would leave \$125,000 in current cash readily available with maturity dates every 4 months.

We have not yet engaged in the cash reserve policy discussion mentioned in the last board meeting. It is anticipated that we will have this conversation in alignment with the 2025 budgeting process. That process will convene in the upcoming quarter.

Respectfully Submitted

Eric Stueckrath

NAEPB, Inc.

Statement of Activity

October 1, 2023 - March 25, 2024

	TOTAL
Revenue	
3110 Program Inc - Dues	125,200.00
Total Revenue	\$125,200.00
GROSS PROFIT	\$125,200.00
Expenditures	
7000 Accounting Fees	795.00
7010 Website Maintenance	151.87
7400 Insurance-D&O and General	357.29
7440 Miscellaneous Expenses	3,375.00
7550 Contributions	50,000.00
Total Expenditures	\$54,679.16
NET OPERATING REVENUE	\$70,520.84
NET REVENUE	\$70,520.84

NAEPB, Inc.

Statement of Financial Position

As of March 25, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash, Checking #5215 NBT	0.00
1010 Cash, Money Market #2332 NBT	0.00
1020 Cash, Checking #0887 ANB Omaha	174,881.55
1025 Certificates of Deposit - ANB Omaha	100,000.00
Total Bank Accounts	\$274,881.55
Accounts Receivable	
1200 Accounts Receivable	19,100.00
Total Accounts Receivable	\$19,100.00
Other Current Assets	
1210 Prepaid Expenses	677.13
Undeposited Funds	0.00
Total Other Current Assets	\$677.13
Total Current Assets	\$294,658.68
TOTAL ASSETS	\$294,658.68
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2010 Accrued Expenses	1,115.00
Total Other Current Liabilities	\$1,115.00
Total Current Liabilities	\$1,115.00
Total Liabilities	\$1,115.00
Equity	
3000 Opening Balance Equity	81,943.27
3010 Equity Unrest Prior Year	141,079.57
Net Revenue	70,520.84
Total Equity	\$293,543.68
TOTAL LIABILITIES AND EQUITY	\$294,658.68