



BSC Committee Report – June 28, 2023

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.

Sales/Employment: The 6+6=12 employment proposal was approved by the NIB Board on 10/27/22 and has been distributed to the BSC Operators. Consequences for noncompliance began on 4/27/23. There are 4 BVI vacancies, down from the 15 at the beginning of FY 2023. There are currently 16 managers, 205 direct labor positions, and 55 off site BSC support positions, totaling 276 positions within the BSC Program that are filled by employees who are blind, visually impaired, or have a disability.

Sales by Category YTD FY23:

- AbilityOne sales were up 5% over FY22.
- Commercial sales were up 16.5% over FY22. For analysis, FY23 COCESS and COPARS sales are rolled into Commercial sales.
- HAZMAT sales were up 21.4% over FY22.
- IEE sales were down 6.8% over FY22.
- Total sales were up 6.6% over FY22.
- AbilityOne ratio is 24.9%. Sales reported as COCESS and COPARS are not included in this calculation.

Personal Sales: The AbilityOne Commission asked NIB to propose rules that would potentially allow BSCs to do personal sales. Commission expressed concern over potential impact on AAFES Clothing Sales. NIB discussed with AAFES and conducted follow up without response. The Commission has not received a response to their inquiry and is reaching out to a different AAFES contact.

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. At the advisement of the Commission, on 6/14, NIB reengaged GSA on their issuance of a letter limiting non-PL sales to below MPT at BSCs. NIB shared that legal and Commission reviewed, and 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.

DLA/Tailored Logistics Support Program (TLS): This provides an opportunity for BSCs to accept MIPR and MILSTRIP payment while supplying products to customers on base. Sales over MPT are competed among participating BSC operators, and DLA selects winning bid. In-process reviews for the second rating period (April 2022-April 2023) are in process. Topics of note have been vendor performance, line-item fill rate, on-time delivery rate, and quote rate.



Air Force First Look: Air Force First Look sales data was shared with NIB and ETS team is actively scrubbing it and formulating analysis to share with AF. Air Force, VIT, BSC Operators, and NIB held a collaborative roll out meeting on 6/8. VIT First Look Marketplace Phase 2 roll is scheduled for 6/26. Both VIT and NDVSB First Look portals are blocking ETS products and substituting AbilityOne products.

Army First Stop: On 6/15, NIB learned that Army GPC holders are blocked from Amazon.com and must go through eMarketplace Amazon Business to purchase any products from Amazon. Mandatory sources must be screened first, then Army First Stop before using eMarketplace Amazon Business. Army First Stop and eMarketplace Amazon Business are both commercial open market purchase vendors. A meeting between Morris McIlwain and NIB BSC Team was requested.

BSC Reporting Site Project: Item level analysis report is in development. Aim to share business intelligence with operators and to supply customers with requested aggregate spend data that many competitors already provide customers. BSC team continues outreach to operators that are manually entering data to onboard and assist in development of reporting extracts. At present, 15 NPAs have been onboarded, inclusive of approximately 145 BSC locations.

BSC Director/Program Manager Visits: In June, the BSC Program Director and Manager visited Ft. Meade for the BSC Grand Opening.

New BSC Locations: The Forbes Field BSC addition was effective 10/30/23, Sierra Army Depot COPARS addition was effective 2/20/23, Malmstrom COCESS addition was effective 4/17/23, U.S. Naval Academy BSC was effective 5/7/23. There are a few other projects in the pipeline that will likely be FY 2024 additions. Ft. Meade BSC grand opening was 6/7/23. Anniston Army Depot opened on 5/8/23 and held a grand opening on 6/14/23.

Upcoming store openings include:

- BSC, Hanscom AFB, MA (by end of FY 23)
- COPARS at Sierra Army Depot, CA
- COCESS, Malmstrom (10/1/23)

Compliance Audit FY23 Summary through May:

- 12 agencies, 33 store visits to date
- 8 BSCs had Best Practice scores lower than 95%
- 2 BSCs were found to have ETS
- 4 BSCs had no blind labor at the time of visit
- 17 BSCs with AbilityOne sales below 25%
- 0 with AO active items below 25%
- 15 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

July 10, 2023, Board Meeting

The NAEPB marketing committee, including committee chair Joshua Gould and members of the NIB communications team, continue to execute on four key strategic initiatives in FY23. Status and key activities for each initiative is provided below.

Initiative #1: Great American Workforce Campaign Update - - Empower Employment

Audience: Members of Congress and their staffs, key federal agency leadership, and other policy influencers.

Goal: Educate policymakers about the value of NIB and the work of its associated agencies; mitigate negative perceptions around the value of NIB and its associated agencies.

Status:

Reviewed updated campaign information with NAEPB Marketing committee including ad copy messaging designed to have increased appeal based on progressive and conservative audience segmentation. Also creating alternative ad sets to enable testing of ad messaging going forward.

Updated campaign launched on May 15th with ads running on Google, Facebook, Twitter, LinkedIn, Taboola, Washington Post, and other premium outlets. Other tactics include email, an NPA toolkit, and a landing page. Key Performance Indicators (KPIs) include signatures, social shares, and clicks to “find an agency.” KPIs to date are as follows:

- 69 pledge signatures
- 11 social shares
- 90 agency clicks
- 14,525 landing page users

Initiated a “ripple campaign” in which a toolkit was sent to members of the marketing committee, social media subcommittee, Advocates, and agency PR contacts. The goal is to help amplify the campaign message and bring it from the Hill to the local communities in which constituents have the greatest impact.

Discussed potential to re-survey audience to compare to initial survey when campaign first started to assess impact of campaign over last several years. At this time, NIB shared that it would be cost prohibitive to resurvey. Discussed that it may be possible to complete the basic survey for less than the initial work as could tailor this to specifically address the impact of the campaign.

Initiative #2: SKILCRAFT Marketing

NIB continues to update legacy packaging with the updated logo. To date, 95% have been updated to the new SKILCRAFT templates. Angela also onboarded the committee to the updated SKILCRAFT licensing agreements that are being developed.

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

(1) SKILCRAFT Advertising Campaign

Audiences: Procurement/contracting officers and government/military customers.

Goal: Strengthen SKILCRAFT brand awareness its association with NIB and the AbilityOne Program. Messaging focuses on capabilities, products, and services.

Status: The SKILCRAFT campaign is in development and scheduled to launch by the end of July. Tactics will include a dedicated landing page and ads on Google, social media, and premium publications.

(2) SKILCRAFT Product Marketing Activities

NIB continues to collaborate with the marketing committee on ways to further enhance product marketing activities and increase the effectiveness of tactics employed. NIB's product marketing team continues to develop new product launch materials tailored to the specific audience type federal customers, Base Supply Centers, and wholesalers and distributors.

Initiative #3: Social Media

Background: The social media subcommittee continues to coordinate and amplify social media efforts across the NPA network.

- The social media subcommittee supported Advocacy Day activities on social media using the official hashtag #NIBAdvocay, producing 15 posts.
- Elected officials engaged with our posts and even posted on their official profiles.
- The subcommittee will be meeting later in July to review the Empower Employment toolkit and discuss how to amplify the campaign on social throughout the campaign.

- A LinkedIn group is being created so that members can be notified when each other post and be able to engage in that critical first hour to help boost engagement numbers.
- Will facilitate a discussion on hashtag best practices and report back to larger marketing committee.

Initiative #4: NAEPB Enhanced Messaging

Background: Based on a desire to enhance the messaging we are conveying to our congresspeople and other constituents, the NAEPB surveyed its members to gain additional insight about our organizations. The focus was to better understand how many people who are blind are in leadership positions or have been promoted, the diversity of our organizations, and the level of service/job placements provided. Given the negativity circulating from other disability organizations, the hope is that this can counter some of that messaging and provide our own narrative.

- NAEPB reissued the survey so that the most up-to-date statistics are available.
- This year 44 agencies responded to the survey and 38 completed it in full. Last year, our first year doing the survey, we had a very similar participation rate - 47 agencies responded and 40 completed the survey in full. The survey closed on Monday, June 26th.
- The results are currently being compiled and analyzed.
- NIB is on standby to update the various infographics created or produce new assets as needed (i.e., toolkit).



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

Membership Committee Report

July 10, 2023

Submitted by Dennis Steiner

NAEPB/NIB Affinity Group for Small and Emerging NPAs

- NAEPB and NIB created a new affinity group intended to provide a space for small and emerging NPAs to ask questions, share information, challenges, and strategies for success.
- The initial meeting of the group was on June 7, 2023, and around a dozen NPAs participated in establishing goals and formatting of the group. The next program is July 12th.
- The group will be meeting monthly with speakers on various topics of interest to smaller and emerging agencies.
- The group is co-chaired by:

For NAEPB:

Shellena Heber, President and CEO, Valley Center for the Blind

Dennis Steiner, President and CEO, VisionCorps

For NIB:

Tom Lehrich, Vice President, Agency Support

James Frick-Tordella, Program Manager, Agency Support



The National Association for the Employment of People who are Blind

NAEPB/NIB Operations Subcommittee Updates as of July 1, 2023

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

Major Challenge or Accomplishments:

- Jan FY23 YTD Commodity reported sales up 15.8% for Commodities. OP (30%), MRO (+7%) and Writing Instruments (+8%) and JanSan (+11%) driving increase, Household down (-33%).
- July 1 GSA Region 2 will review the annual price change submissions handled by NIB's pricing team.

Significant Updates:

- None to report.

Action Items:

- Call to NPA representatives to engage with development of goals/objectives.
- Schedule next call - tentatively mid-August.

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.

Significant Updates:

- FY24 Pipeline review to make joint recommendations with SourceAmerica to the Commission regarding policy applicability for FY24. Potential to include additional lines of business as well as different \$ threshold.
- On-going tracking pipeline of projects in scope for FY23 implementation due to many contracts being extended. 70 contracts in scope for FY 23 Q3 and Q4 go-live dates.
- NIB has received approximately 51 product identification lists from service contractor NPAs to cross-reference against the PL and identify applicable AbilityOne items.
- 37 contracts are in either live or Attestation Forms submitted to the Commission.
- 15 NPAs and NIB attended the SourceAmerica X-Force Conference May 21-24 in Anaheim, CA. NIB presented at 1 breakout session and 1 SA/NIB combined session.
- Collaborating with SA on FY24 Implementation recommendations to the Commission.
- AbilityOne trainings with newly authorized distributors as well as with distributors intending to expand their partnership to support this policy.

Action Items:

- On-going implementation management including product review and identification and sourcing support.
- Monthly training calls with SA staff and NPAs
- On-going compliance monitoring
- Work with NPAs that have products included on service contracts that have price changes outside of normal ranges to mitigate negative implications on service contracts where pricing has been agreed upon with government for 5 year contracts.

TAG: Jeff Papalia and Gary Colello

Major Challenge or Accomplishments:

- NIB Textiles Team initiated monthly contract performance data call in January.
 - A roll-up of calendar year 2022 contract status reported total value of delinquencies was approximately \$20 million.

Significant Updates:

- Subsequent data call delinquency totals for FY2023:
 - January 23: \$21 million
 - February 23: \$22 million
 - March 23: \$22 million
 - April 23: \$22 million
- As the numbers demonstrate, we simply aren't making the progress we hoped the increased surveillance might influence.
- The second and third orders of effects of delinquencies may be even more deleterious. They compromise support to the warfighter, impact NIB's reputation with the Army and DLA, and drive down follow-on orders.
- Despite chronic delinquencies, some agencies continue to request new projects and additional orders for existing items. The DLA-Troop Support Clothing and Textile team is very much aware of our performance. Recent discussions suggest they are seriously considering assessing monetary consideration for delinquent orders.

Action Items:

- Improved performance is vital to the future health of the NIB Textile Apparel Group.

Military Resale: Julie Cooper and Anne-Marie Wallace

Major Challenge or Accomplishments:

- DeCA FY 23 sales through May plus 8.31%. Unit sales are turning positive too! Supply Chain constraints impacting competitive pricing for MR products.

Significant Updates:

- New Director John E Hall started June 4th, 2023. Deputy Director position still open. Acting Deputy Director is Dr Theon Dante. SKILCRAFT program changed to Vendor Managed Inventory to improve fill rates.

Action Items:

- Supply chain constraints - need for alternative solutions and management of product assortment.
 - Forth coming test on moving selected SKILCRAFT items to cross docking distribution method.
 - Current and forthcoming new items will need to take into consideration supply chain constraints and cost associated with slowing moving inventory.
 - Reducing duplications and slow-moving items.

MAG: Dedra Flemons and Dexter Drayton

Major Challenge or Accomplishments:

- Held meeting 31 May.
- Schedule presenter from Becton Dickinson Joe Leska was unable to attend.
- The group discussed ongoing need for group to continue to meet to:
 - To get exposure to new ideas, contacts, and sources of supplies.

- Learn from others and to get insight into challenges.

Significant Updates:

- Will try to reschedule with Joseph Leska, Strategic Customer Vice President/Federal /Government for Becton and Dickinson.

Action Items:

- July MAG meeting to TBD

Pricing Subcommittee: Jim Kerlin and Andy Mueck

Major Challenge or Accomplishments:

- The Pricing Tool was rolled out for GSA Region 2 Annual Price Changes (APC). NIB CAPS is still in process of evaluating all Price Change submissions. The due date to GSA is 7/1.

Significant Updates:

- The U.S. AbilityOne Commission has established a tentative target for PLIMS 2.0 implementation on or around the end of the 2024 calendar year. This has direct bearing on prior efforts to establish a manufacturer to wholesaler FMP and not to exceed in sales to the government FMP and when efforts may resume in putting that in place.

Action Items:

- There will be a recap of observations, issues and findings related to the use of the Pricing Tool for Region 2 APCs after all APC submissions have been made. Further information will be forthcoming regarding the next meeting.

Service Level Working Group: Dan Carson and Annelie Eyre

Major Challenge or Accomplishments:

- For the fourth month in a row, NIB NPAs have improved the aggregate on time percentage.

Report Month	On Time Percentage
Jun-23	87.52%
May-23	87.34%
Apr-23	86.40%

- Agencies have rebounded from the Essendant system outages; however it is still visible on the June reports.

Significant Updates:

- For June, 42 out of 43 NIB and all SA (26) NPAs provided monthly KPI reports.
- Each month, there is an increase of the utilization of the comment section at the request of the board to help with the implementation of developing reason codes.
- NIB is still spending significant time supporting the NPAs monthly to get the template populated properly and complete.
- NPA template Checklist is delivered to each NPA as part of the monthly email to remind the NPAs of the report due date.
- In June, members of the group participated in a call with the Continuous Performance Improvement (CPI) group to brainstorm on synergies to develop a mentoring program for NPAs with low performance rates.

Action Items:

- On-going individual training sessions with NPAs on reporting template including utilization of comments field for all orders/lines shipped late.

- Continue to develop a mentoring program. Meet again with CPI group.
- Continue discussions on how to standardize the reasons for late orders.
- Continue to enhance the monthly scorecard format based on NPA.
- Execute survey to help with the mentoring implementation.

NAEPB Public Policy !July 2023 Update

Strategic Plan Updates

Strategy 1:

Ensure the AbilityOne Commission does not receive additional funding to support unnecessary oversight and/or policies damaging to the Program.

Initial feedback on budget increases are unlikely for this year to include the AbilityOne Commission as this agency has received significant increases in recent years.

Congressional outreach resulting in interest to call for AbilityOne focused Congressional oversight hearings.

Strategy 2

Influence the AbilityOne Commission's policies.

Outreach to Commission staff and members by NAEPB resulted in the following:

Commitment to slow pace and engage technical compliance counsel prior to release of draft documents

Commission members to visit NPAs to better understand capabilities

Strategy 3

Combat AbilityOne Program erosion.

1% AbilityOne DoD utilization goal update

NDAA: The House of Representatives is slated to take up their FY 2024 National Defense Authorization Act the week of July 10. There have already been over 1,400 amendments submitted for consideration, which will need to be addressed next week. Notably, there has been a bipartisan amendment ([Amendment #204](#)) introduced by Rep. Mark Amodei (R-NV), which would establish a 1% AbilityOne utilization goal for the Department of Defense. NDRN and NCD have written letters in opposition of this goal and signals that there is some indication that they believe there may be a chance to get this provision passed.

It is critical that all NPAs contact their representatives and communicate the need for support of this amendment.

Connecting the Dots: 2023 NIB/NAEPB Advocacy Day Summary/Updates

On and around May 10, 2023, 36 nonprofit agencies (NPAs) associated with NIB/NAEPB held 120 Congressional meetings on Capitol Hill. We asked for Congress to take the following actions:

1. Include a one percent (1%) AbilityOne utilization goal for the Department of Defense in this year's National Defense Authorization Act, doubling DoD's spending through AbilityOne over five years. **NAEPB/NIB will continue to hold targeted meetings with members and their staff to keep pushing this initiative forward.**
2. Launch an inquiry to investigate the drop in AbilityOne Program employment over the past decade to include public House Committee hearings with Commission leadership. Questions about proposed regulatory and policy changes and focus on internal compliance without regard to customer compliance, and competition were also requested to be part of this query. **As a result of NPAs' advocacy, there is an active effort underway to send a House member sign-on letter. Stay tuned for additional details as they emerge. NAEPB have also sent a letter to each member of the AbilityOne Commission asking them to reconsider the Commission's current quality and pace of change.**
3. Adopt language ensuring Americans who are blind or have disabilities seeking employment are informed about opportunities with AbilityOne-affiliated NPAs. **NAEPB/NIB will perform outreach to continue to educate members of Congress on this issue. Having champions will position us well should there be an opportunity to insert this language through the legislative process.**

Prior to the day on Capitol Hill, nearly two dozen employees from NPAs across the country received intensive, in-person training as part of the Advocates for Leadership and Employment Program. The 2022 and 2023 Classes learned about advocacy, the legislative process, and effective communication from the NIB

Public Policy Team and each other. The Advocates program currently has over 60 members.

All NAEPB members are encouraged to participate in and attend these advocacy events, especially our efforts to secure more Congressional support.

August Grass Roots

NAEPB member agencies are encouraged to invite Congressional staff and members to visit your organization while Congress is not in session. Tours of our NPAs is the best way to raise awareness of the great work of the AbilityOne Program and reinforces the priority issues we advocate for current and future.

AbilityOne Program Regulation and Policy Updates:

Note: Commission's deadlines continue to be a moving target

Regulations:

- Competition regulation - finalization TBD
- ETS regulation – has been mentioned by Commission staff, timing unknown

Policies:

- New Compliance policies 51.400 - 51.407 – timing TBD: the Commission is still pushing to finish all the compliance policies by the end of FY23.
 - o IEE replacement form – FY24, OMB review dependent
 - o Updated Annual Reps & Certs form – FY24, OMB review dependent
 - o Person-Centered Employment Plan form – TBD, would also go through OMB review process
- New competition-related policies (following adoption of the proposed competition regulation) - TBD
- New Purchase Exception policy - TBD
- Interim Policy 51.205.01 - expected to be rescinded once an agreement is worked out between DLA and the Commission

- Replacing Ops Memo 21 with a new subcontracting policy - TBD

NCSE subcommittee on competition update:

Nearly 100 NPAs weighed in on the NPRM in some way, either submitting individual letters on behalf of your own organization or signing on to one of the joint letters the NPA community submitted.

Summary of NPRM responses

- 54 are CNAs/NPAs/nonprofits **Plus 38 additional NPAs who signed group letter requesting withdrawal/ANPRM** [Total of 92]
- 29 are individuals
- 11 are anonymous (includes the NPA group letters requesting ANPRM and public meeting)

Support vs. Oppose responses:

- 82 responses – concerned/opposed to competition/NPRM **PLUS 38 additional NPAs who signed group letter requesting withdrawal/ANPRM** [Total of 120]
- 8 responses – some level of support for competition, but requesting changes
- 4 responses – 100% support of competition [3 anonymous plus NFB]

Upcoming AbilityOne Commission Public Meeting – Oral Testimony Opportunity

Next, in response to the request from the NPA community for a public meeting, the AbilityOne Commission has agreed to include a discussion on competition as part of the AbilityOne Commission's Quarterly Public Meeting on July 13 from 1pm-4pm ET. The Commission is requesting that anyone who would like to speak register by 11:59pm on July 7, attendees who do not intend to speak have until

July 12 to register. You can register via this link -

https://www.zoomgov.com/webinar/register/WN_LM-0OjofQTWMxWXYLcR9_Q.

The Commission has identified four areas for which people can provide remarks and requests that anyone interested in speaking choose one. A reminder that your time will likely be limited and you should expect 1-3 minutes to deliver your remarks.

The topic areas include:

- a. How the Commission can consider a nonprofit agency's positive performance in improving employment opportunities for people who are blind or have significant disabilities, both within the AbilityOne workplace and placements outside the AbilityOne Program, in initial Procurement List additions and in any competitive process covered by the NPRM.
- b. Consideration of competition evaluation factors other than those referred to in (a) above.
- c. The total contract value or other project-level parameters regarding competition.
- d. Other aspects of the NPRM (please specify).



The National Association for the Employment of People who are Blind

NAEPB Services Committee report – July 2023

NAEPB Supply Chain Management/Warehousing subcommittee

- The Warehouse and Distribution Committee is looking for a new NPA co-chairperson. Jay Geshay, of Bosma Enterprises has recently stepped down. With Ryan Gold's departure from NIB, the new NIB Co-chair is Mark Koester.
- Mark Koester and Andy Mueck orchestrated a meeting with DLA Distribution leadership at their New Cumberland PA HQ / facility, also attended by Joshua Gould (Greensboro) and Jim Meehan (Travis) to introduce the warehousing and distribution capabilities and capacities within the NPA community. Areas of interest discussed during the meeting and tour were:
 - Expansion of existing FSC's
 - Storage of Dead Stock (re-warehousing)
 - MTO Kitting
 - F-35 Weapons System Support
 - 3PL Hazmat Support
 - Package Reclamation to assist DLA in obtaining cost savings.
 - Reducing AB1 Processing time to get new requirements to market.
 - One Touch button for future DLA meetings (who is our contact?)
 - The frequency of future meetings and an expanded list of NPA attendees is to be determined.

CMS Subcommittee

Update on Initiatives:

- Committee Chair: Carolyn Johnson has stepped down from the committee and Rebekah Grieb from Alhaphointe has been appointed.
- Attendance: There are 15 individuals on the Committee, representing NIB and 10 NPAs. Attendance by at least one representative from each NPA has been consistent this quarter.

Subcommittee Objective

- The current focus of the committee is on outreach and recruitment of new customers with an emphasis on non-DoD sources or DoD that do not receive funds from DCMA. Sample outreach letters have been shared with the group for each NPA to draft their own letter and send out to businesses in their area. VIB has had the only success so far and is in the process of courting VA's electric provider. They presented their process and materials with which they've had success so far.

- The following tips have also been shared by the group.
- Approach DEI officers to get a foot in the door.
- Getemail.io is a free Chrome extension to find contact info.
- Take advantage of vendor relationships other departments of you NPA have already established. They may be interested in product but might also be interested in services.
- If your NPA has government contracts in other departments, reach out to see if they could also use CMS.
- Reach out to NSite business development staff for suggestions.

Upcoming:

Megan and Jim from NSite will be joining next month to present tips and tricks of business development and take committee questions. VIB will report back to the group after having their meetings with the potential new customers. All NPAs should be sending out their outreach letters and reporting any successes to the group.

Service Innovation Subcommittee

- No new report

Contact Center Consortium

- Jessica Watson, Central Association for the Blind and Visually Impaired is the co-chairperson for this committee.
- We have met as a council to discuss how to proceed for/with the group. We all agree still that Business Development is an area that still needs great focus, but how can we move forward to make the greatest impact for the agencies and here is how we plan to proceed:
 - Business Development Subcommittee – the subcommittee meets once a month to discuss strategies to build business, target customers and opportunities found in different States. We discussed that healthcare is a great field for us to pursue.
 - NIB Meeting – We are scheduling a Council meeting with NIB BD, so that we can pick their brains on how we can best pursue Federal business and what we can do to assist. After this meeting, we will develop tasks.

After our meeting with NIB, we plan to reconvene the entire group so that we can catch up, share any opportunities, and discuss next steps.

Administrative Subcommittee

- Shannon Satterfield, IFB Solutions is the co-chairperson. In collaboration with Dean Simmons, NIB the committee has focused their efforts on new Document Conversion and Transcription (Medical, Legal, etc.) business.
- No new report



The National Association for the Employment of People who are Blind

NAEPB Treasurer's Report
For activity through June 30, 2023
NAEPB Board Meeting – July 10, 2023

This report supplements pertinent financial data points from the statement of activity and statement of financial position included in the board reports.

All expenses and revenues are in budget or within board and membership approved levels. Our largest monthly expense is the \$7500 government relations retainer with Thorn Run Partners and as of this report, we have completed 9 months of all expenses. All tax filings and reporting is up to date.

A draft budget is underway. I have asked the board for input on potential expenses and activities we should consider for the 2024 fiscal year. A committee of at least 5 member agencies will be asked to review and present the draft budget.

This board will review that budget to go before the membership per the bylaws as follows: *Section 2. Budget: The Budget and Finance Committee shall, with the Board of Directors and the Standing Committees, prepare an annual budget, to be approved by the membership on or about beginning of each Fiscal Year.*

This will allow for a 2024 fiscal year budget proposal at the Annual Conference in October.

Respectfully Submitted

Eric Stueckrath

NAEPB, Inc.

Statement of Activity

October 1, 2022 - July 1, 2023

	TOTAL
Revenue	
3110 Program Inc - Dues	123,800.00
3140 Misc. Revenue	0.00
Total Revenue	\$123,800.00
GROSS PROFIT	\$123,800.00
Expenditures	
7000 Accounting Fees	1,840.00
7008 Government Relations Exp	67,500.00
7010 Website Maintenance	186.50
7200 Annual Conference, Retreat	1,805.63
7400 Insurance-D&O and General	651.60
Total Expenditures	\$71,983.73
NET OPERATING REVENUE	\$51,816.27
NET REVENUE	\$51,816.27

NAEPB, Inc.

Statement of Financial Position

As of July 5, 2023

	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	234,349.70
Total Bank Accounts	\$234,349.70
Accounts Receivable	
1200 Accounts Receivable	14,200.00
Total Accounts Receivable	\$14,200.00
Other Current Assets	
1210 Prepaid Expenses	348.39
Undeposited Funds	0.00
Total Other Current Assets	\$348.39
Total Current Assets	\$248,898.09
TOTAL ASSETS	\$248,898.09
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$0.00
Other Current Liabilities	
2010 Accrued Expenses	1,615.00
Total Other Current Liabilities	\$1,615.00
Total Current Liabilities	\$1,615.00
Total Liabilities	\$1,615.00
Equity	
3000 Opening Balance Equity	81,943.27
3010 Equity Unrest Prior Year	119,823.55
Net Revenue	45,516.27
Total Equity	\$247,283.09
TOTAL LIABILITIES AND EQUITY	\$248,898.09