

In Chairman Richard Saperstein's absence, Bert Hansen, Vice Chairman conducted this meeting.

I. Roll Call and Confirmation of a Quorum, Bert Hansen

There was a Quorum Present at this meeting as the Vice Chairperson waited until 3:40pm for all those Committee members to arrive to vote on all possible action items.

Bert Hansen, Vice Chairperson
Carol Ewing, Secretary
Harold Petrofsky, Southern Representative
Bill Schley, Northern Representative

Mikie Yamada
Beth Perring
Nels Brown
Raymond Spencer, Trainee
Frank Pezzimenti, Trainee
Alan Chao, Trainee

Staff Present:

Drazen Elez, Chief Enterprise Officer, Rehabilitation Division/DETR/BEN
David Furse, BEO II, Rehabilitation Division/DETR/BEN
Marina Bucalo, BEO I, Rehabilitation Division/DETR/BEN
Andy Chao, BEO I, Rehabilitation Division/DETR/BEN
Janette Parish, AA IV, Rehabilitation Division/DETR/BEN
Jeanne Clark, AA II, Rehabilitation Division/DETR/BEN

II. Verification of Posting, Jeanne Clark

Ms. Clark stated that the Agenda was posted in a timely and correct manner and was currently on file.

III. First Public Comment Session, Bert Hansen

There was none.

IV. For Possible Action- Vote to Accept the Agenda, Bert Hansen

Harold Petrofsky made a motion to accept this meeting's agenda and Bill Schley seconded it and it carried unanimously.

V. Welcome and Introduction of Guests, Bert Hansen

Scott Stauch, account executive for Vistar Wholesale Candy, Snacks and Beverages was present.

VI. For Possible Action- Approval of meeting minutes for the Nevada Committee of Blind Vendors meeting, April 15, 2016

Harold Petrofsky made a motion to accept this item for approval while Bill Schley seconded the motion and it carried unanimously.

VII. New Business

A. Discussion- Update on new, waived and in progress sites, Drazen Elez

Mr. Elez reported from the BEN Location Update which was emailed out to all earlier in the week-

Waived sites:

1. **#40 Department of Energy Snack Bar-** Mr. Elez described this location as being unprofitable for quite a while. The BEN Program approached the host agency with a suggestion to upgrade the site to make it more profitable to the Operator while providing them with the services they were asking for. The host agency rejected this proposal asking for breakfast, lunch and dinner services though 90% of sales originate from Monday through Thursday at 11am-1pm. This location is now closed with the provision that if they wish to change their minds, they must approach us before another entity.

2. **Sunset Park-** Though the BEN Program had planned on opening this site with budget approval, this site was ultimately waived at the last minute after the City had changed their minds regarding their demands and the parameters of the operation which drastically changed affecting the possibility for profitability.

New Sites:

1. **#49 So. Nevada Health District Snack Bar-** This site was awarded to Marcos Hurtado Vilar, our newest Operator, who has recently opened this site for business in August and has since condensed his menu successfully which has not only stabilized his revenue, but is beginning to see an increase. His Grand Opening received "good press" by appearing on the front page of the *Las Vegas Review Journal* and receiving a congratulatory letter from NV State Representative Ms. Dina Titus.

2. **#51 UMC Vending Route-** Vending machines were added to the UMC Hospital site which has been awarded to Benita McHenry. The Program has never been in the UMC Hospital who elected to manage its own vending even though it is a government site. When they recently asked us to bid out their vending, we did so and the Program is doing very well at this location.

3. **#17 NDOT –** April Smith, trainee, began managing this site in Carson City by herself since March 2016. Prior to that there was a partner used, *Avanti Market*, however since this change Ms. Smith has increased their sales and is now doing quite well- grossing sales to about \$4,000 monthly. The host agency is very pleased as well.

4. **#9 Lloyd George Federal Court House-** Dustin Varnell has decided to focus solely on the Clark County Government Center snack bar, so Trainee Jason Coleman took over management of this snack bar on December 1st. This was a smooth transition with both customers and the building's landlords were happy with the way things were handled.

Carol Ewing asked about the status of **WCAC** on 9th St. in Reno, site #22, to which Drazen Elez answered that Washoe County Administrative Complex was recently taken over by trainee Kris Beddoes. Mr. Elez reported that the site is doing a phenomenal business and that the sales are currently the highest that it's ever been before even before utilizing partners.

Mr. Elez repeated to Carol Ewing that the **Sunset Park** site was waived and that it was expected to open summer of 2017, however the host agency changed the rules of the agreement at the last minute rendering it an unprofitable location as written. Harold Petrofsky asked if equipment was already purchased for Sunset Park to which Mr. Elez answered that nothing was done for that site.

B. Discussion- Update on Hoover Dam transition, Drazen Elez

Drazen Elez expressed his appreciation to Bert Hansen for his assistance while the Hoover Dam Café was open for bids earlier last year. No operators at the time could take over management of that site; therefore Mr. Hansen agreed to manage the Cafe site as well as his newly acquired Hoover Dam Mercantile. When the bid was re-opened in the summer there was one submission that met that criteria. After approximately a year the Café was awarded to Richard Saperstein who transitioned into this site November 1st, 2016. Bert Hansen was then acknowledged by Drazen Elez for his efforts to ensure this positive outcome. Mr. Elez stated that both Bert Hansen and Richard Saperstein handled matters well. He also added that Mr. Hansen's Gift Shop office was in the final phase of completion.

At this time Bert Hansen announced that on the Gift Shop side, a brand new spectacular front counter was installed hoping to please the Bureau of Reclamation along with the upgrades throughout the upcoming year. Drazen Elez expressed his collective excitement on this project inviting other trainees and operators to go see it. He thanked Mr. Hansen for the great job in the Hoover Dam transition and the gift shop's drastic change in appearance. Affordable merchandise is now being sold; not necessarily higher end items but items that people would value more. Mr. Hansen added that going forward in the New Year they will have new ideas for his site that will be presented to the Bureau for its opinion. Carol Ewing congratulated Bert Hansen on his new developments.

C. Discussion- Staff Changes within Rehabilitation Division Administration and BEN Staff, Drazen Elez

Drazen Elez cited major changes regarding the staffing of the BEN Program which had been stable for quite some time. The first change he mentioned was the resignation and departure of Susie Park, BEO II, and the hiring of her replacement BEO II, David Furse. Mr. Elez described Mr. Furse as being a great addition to our BEN staff. I think he brings a whole new level of knowledge and experience that the BEN Agency welcomes. He stated he anticipated that Mr. Furse would be a great addition to the Program and to the Operators. Mr. Elez continued with the departure of Melaine Mason to another State agency and described her as one who was present during the period of the Agency's rapid growth. Her position has not been filled but he assured all that he would notify everybody as to her replacement. Carol Ewing commented that she appreciated the efforts of Susie Park and Melaine Mason for their efforts and welcomed David Furse, BEO II and Ms. Mason's replacement.

D. Vendor Presentation-Vistar, Wholesale Candy, Snack and Beverage Specialists

Via teleconference Scott Stauch introduced himself as the account executive with Vistar and a preferred provider for distribution for RSA. Since RSA is a member pricing discount which offers members discounts and rebates. Operators can qualify for quarterly growth rebates based on year over year performances. Operators can receive

a 3% rebate on all Vistar exclusive items such as Rye St. Chips, Heritage Ovens Pastry, Rhinestone and Ultimo Pizza. Though headquartered in Ontario in Southern California, Vistar provides services for the Las Vegas area. We also have an office in Livermore, CA handles the Northern Nevada regions. Mr. Stauch mentioned that all their trucks are climate controlled which means anything can be ordered. They also provide fresh, frozen and dry goods which all come from the same truck.

The specifics of their operational practices were then reviewed: To order from his company is quite simple; we offer an online system, by phone, fax and email ordering. Delivery routes in Southern Nevada will be Wednesdays or Thursdays but not sure when the Northern Nevada deliveries would take place. I'll get that information and forward it. Orders must be placed on Tuesday by noon to have it delivered to your site by either Wednesday or Thursday. Order minimums have changed from \$500 per order to \$750 and these orders can be placed once a month or you can order every other week.

Regarding Micro Markets: Vistar can assist Operators in this type of operation with plano-grams where internally a list of 100 top selling items in all different categories- frozen, snacks and dry goods, which we track and record. Requests for Display Racks for Micro Markets are taken directly from his company and sent to the suppliers who are in the business of selling racks as some suppliers actually make racks.

Scott Stauch finalized his presentation in adding that he is in Las Vegas once a month for three days and available to speak one-to-one with any/all interested Operators with material sent to them by Drazen. He stated that he will attend the Sagebrush Conference in February as well.

VIII. Second Public Comment, Bert Hansen

Harold Petrofsky wished everyone in attendance a Merry Christmas and Happy Chanukah and a Happy New Year. Carol Ewing explained her problem with traffic while thanking the staff who completes the meeting minutes describing them as excellent. She also reminded all of the 2017 Sagebrush Conference in Las Vegas at the Golden Nugget February 13-17th and BLAST Training Conference this year in Nashville TN in September. She also noted the special hotel room rates the Golden Nugget is offering to attendees. Room rates are not reimbursed to Operators who reside in Southern Nevada.

Drazen Elez expanded this discussion by mentioning the 2017 NAMA, National Association of the Merchandisers of America, conference at the Venetian Hotel/Casino being held in April. This conference is not specific to the BEP or BP programs but very relevant to our BEN businesses. Since becoming members recently Operators are able to register at discounted rates, which is reimbursable. Mr. Elez described this conference as "phenomenal" and well-worth attending" having several various vendors who present new and different items. New equipment for vending, for cafes, coffee shops, snack bars and gift shops. Carol Ewing agreed with Mr. Elez as to the value of this conference stating that she attended one year.

Bill Schley asked if this discounted registration benefit extended to business partners to which Drazen Elez answered that he was not sure, but would check the details of the agreement and would email members as to his finding.

IX. Discussion- Date for Next NCBV Meeting, Bert Hansen
The date of Friday, February 17th at 3:30pm has been chosen

X. Adjournment, Bert Hansen
Carol Ewing made a motion to adjourn this meeting and Harold Petrofsky seconded the motion and it carried unanimously.

This meeting adjourned at 4:07pm