

ECM Meeting

July 18, 2015

Best Western Plus Hotel
6655 Gateway Blvd West
El Paso, TX 79925

Meeting Called to Order – Clayton Hell, Chairman

Roll Call:

ECM Representatives:

- Manny Sifuentes
- Karla Martinez
- Aloha Cook
- Clayton Hell
- Zach Davis
- Harvey Johnson
- Paul Parker
- Dave Corbett

Audience:

- Kim Chepey
- Beverly Hell
- Josh Dominguez
- Tom Chepey

Director's Report – Mike Hooks, BET Director

There are currently 118 BET facilities. One new facility opened this year, the LaSalle County Rest area. Two facilities closed this year, the Ysleta Bridge and the Medina/Kerr Rest area vending. There were 8 facilities that had operational areas of business upgraded this year with 3 more to go before the end of the fiscal year.

There are 4 facilities being operated by a temporary manager. Gay Nimitz is the temporary manager for the San Antonio Downtown vending route. Camp Hubbard is under the temporary management of John DeSimone after Marlene Beeson retired. Hardeman County rest area is being run temporarily by Dylan Williams. The Army, Air Force, Exchange Service (AAFES) in Dallas is currently temporarily operated by Chung Ahn due to Jack Wilson leaving the program.

Eight managers left the program this year including Billy Joe Hutchison, Tim Shaw, Jack Wilson, Marlene Beeson, Dwayne Welty, Russ Olson, Frank Riojas and Bunk Goodrum.

Four managers have entered the program this year including Cornell Pardue who is assigned to the IRS vending facility, Jenna Norwood who is operating the Corpus Christi State Supported Living Center, Matthew Brewerton who is running the DDS cafeteria in Austin, and Arnold Sanchez who is operating the Texas Commission on Environmental Quality (TCEQ) cafeteria.

The next class begins August 3rd in Austin. A big thanks to Aloha Cook for once again participating in the selection interviews. The new trainees are Elizabeth Chaney from DFW; Ramiro Aranda of San Antonio; Marcus Sykes from DFW; Rhonda Ezeb from DFW and David Ondich also from DFW.

This year Business Consultants have made 1,771 facility visits. Nearly \$500,000 in equipment has been purchased this year. BET managers currently employ 1,436 people 425 individuals with a disability.

Mike Hooks spoke at the American Council of the Blind conference in Dallas in July. Zach Davis and our DARS Attorney, Chris Prentice also made presentations at the event. Mike provided program statistics, operational updates and information on the transition to the Texas Workforce Commission. Zach spoke on his personal transition from state employee to BET manager and his service on the Texas Elected Committee of Managers. Chris Prentice spoke about advocating for the program and also about the transition to the Texas Workforce Commission (TWC). After the conference Mike visited the Palo Pinto County Highway rest area and the location of the pending new Ranger Hill rest area.

Meetings have begun regarding the transition to the Texas Workforce Commission and Mr. Hooks is discussing how critical the warehouse and distribution center are for BET operations.

Mr. Hooks discussed National news including the Blind Entrepreneurial Initiative (BEI) and how the BEI Business Development Specialist, Terri Smith, is working with managers on technology issues. Oregon reached a settlement agreement with the VA in arbitration.

Clayton Hell submitted the April ECM minutes for approval. A vote and the minutes were approved.

Chairman's Report – Clayton Hell

Harvey Johnson and Clayton Hell flew to Washington for a BEI meeting. The majority of the discussion regarded healthy options and effective marketing to promote healthy items in vending machines. California managers charge a higher price for the non-healthy options. Clayton did not think that would fly in Texas. Pressure to increase healthy options will be on the increase. Harvey Johnson lobbied and got a call back from Congressman "Beto" O'Rourke. Clayton visited with Senator Ted Cruz's office staff. Clayton attended a meeting about military bases and Randolph Sheppard.

District Reports

District 1 – Food – Manny Sifuentes

Manny's reported that his district has committed \$1,300 for the training conference. Matt Brewerton has received his vending machines at DDS and is excited to start setting them up. Harvey Stavinoha is happy that sales are up at the IRS and that the night shift remained through June. Keith Turner has been dealing with the comptroller who says Keith owes property taxes. Manny is happy that he no longer has plumbing issues. Time Warner cut through a grease trap line causing his pipes to back up. He is also very happy to have his new meat slicer, oven and sandwich bar. Mark Russell is upset over the huge increase in the price of eggs. Wayne Sibson is struggling with getting employees because the background checks take so long to get. Most people want to start working immediately. Manny was unable to reach 3 managers in his district.

District 1 – Vending – Calvin Sheperd

Calvin was unable to attend the meeting. No report.

District 2 – Food – Zach Davis

Ed Marlow is excited about the pending opening of the FAA. In preparation, he is offering grab and go items at the closing location until the new location opens. Steve Saltzman has been having medical issues. Scott Smith is happy to be accepting credit card payments. Transactions are going up, averaging \$350 - \$400 a day. JD Stewart says she is fine and mentioned that she was sad that she could not attend BLAST. Alvertis McClurge said everything is going well with his facility. Tommy Crawford is very busy with Alpha Road; satelliting Cowtown vending and waiting for the changeover to Hardeman County. He is reporting highest sales ever. Zach is celebrating his 2nd anniversary with BET.

District 2 – Vending – Zach Davis provided this report for Dwayne Zuppardo

Dwayne was unable to attend the meeting. Everyone is doing well in his district with Chung Ahn and Tommy Crawford satelliting locations.

District 3 – Food – Greg Stavinoha

Unable to attend.

District 3 – Vending – LeRoi Fier

Unable to attend.

District 4 – Food – Dave Corbett

Sylvia Delaney is working to get her food and labor costs down so she can increase her profit. Roland Marshall is doing well at Fort Sam. Terry Houchin sent an email saying he was OK.

District 4 – Vending – Clayton Hell

Rufino Acosta and Ken Ballard reported that sales are going up. Pablo Cantu and Bob Pena are doing OK. Gay Nimitz is happy with the Post Office and vending route. He had no word from Bill Pearce or Tammy Nowell. Rames Gonzalez is having some issues at the Laredo bridge and is trying

to get an extra vending machine. Dave Corbett is doing well at his prison facility and roadside location. Richard Flores has resigned from the Port Isabel Detention facility and it has been advertised. Richard declined 24 new vending machines saying he wanted to wait until the next manager came on board. Clayton has been fielding a lot of phone calls on Port Isabel. Mark Harris has resigned from the Brownsville vending route which should be advertised soon. Clayton reported that his rest area facility is beautiful with lots of truck traffic, but not much car traffic. Sales are going up slowly but surely.

District 5 – Food – Harvey Johnson

Harvey reported that everything at Fort Bliss is going well. Arbitration has been filed regarding the Fort Bliss solicitation and he says that everything will work out. Mike Hooks added that the arbitration not moving ahead right now, but Jessie Hartle from RSA said things would start moving forward shortly.

District 5 – Vending – Paul Parker

Paul apologized for missing the last conference call, but had family responsibilities that morning. Out of 14 facilities, he left 7 voice messages but did not receive any return calls. There is one satellite location in his district. The few people he spoke to were content.

District 6 – Food – Karla Martinez

Everyone in her district seems fine. Travis Warren's sales are stable; Ronnie Watson is doing well; John DeSimone is ready to get out of Camp Mabry. John Latigo reported that he is fine and sales are stable. Kristin McNabb reported that her facility is stable and sales are good. She is interested in getting healthier items. Karla reported that her sales have been stable even though Brown Heatly shut down on a Friday to work on the power lines and they were scheduled to shut down again the next weekend as well. She said she appreciates the help of her Business Consultants, Michael Vacek and Tracie Johnson and the Warehouse staff. Maria Bosch is having issues with employees, but is working it out. Arnold is happy at TCEQ, enjoying food service and has named his cafeteria Spice Garden Café. Tom Chepey was present and stated that his business is a little slower in the summer because of people taking vacations, but he is still up 10% over last year. Regardless of how high eggs are, he is still happy with his food costs. He thanked BET for his new tables, table bases and chairs and said now all they have left is the rest of the facility. He also mentioned that other agencies pitched in to replace the floors.

District 6 Vending – Aloha Cook

The people she reached in her district are all doing fine. One manager will be bidding on Port Isabel. Dwayne Sparks has a question for Mr. Hooks. He said another prison is located near his Navasota prison which is future employment vending. He wants to know if he can add it to his prison. Mr. Hooks commented that Dwayne is more than welcome to contact him with his questions but to answer; he stated that the program has not traditionally eroded operational and trust fund funding by adding to existing facilities.

Sub Committee Reports:

Rules and By-Laws:

Greg Stavinoha was not present to deliver a report. The website has updated ECM by-laws which will be emailed out.

Finance Committee:

Wells Fargo account has \$7,212.46. So far only Clover and Benny Keith have signed up as vendors for the training conference. Clayton Hell will contact Van Vending and Cow Creek.

Elections Committee:

No elections pending

Training Conference:

Manny requested to be appointed chair of the vending committee. Clayton Hell mentioned that MARS is offering a line of healthier candies. Clayton appointed Manny as the vending chairperson.

Two vendors have submitted payments for tables at the training conference. There are several prospective vendors. 365 Micro Markets and US Technologies. Manny wants Coca Cola to be present at the conference. Manny asked Tom Chepey if he could coordinate with Sysco to come to the conference. Manny would really like for Pay Range, a revolutionary Bluetooth payment option for vending to be present. <http://www.payrange.com>. 24 rooms have been booked to date – but 50 need to be filled. The dinner options are New York Strip, Monterrey Chicken and Shrimp. They are trying to have drink tickets available for Friday and Saturday. Manny invited Terri Smith from Tennessee and Jason Saur from Arizona BEP. Manny will be sending out thank you notes to everyone who made a donation and will have public recognition.

Training of Potential Managers:

There are currently 5 trainees all of which are good candidates.

Closing:

The next meeting will be in Austin in October at the annual BET Training Conference Voted to select January 16th as the next ECM meeting in San Antonio.