

Governor's Council on Blindness and Visual Impairment (GCBVI)
Full Council Meeting Minutes
January 18, 2019

Members Present

Amy Porterfield
Bob Kresmer
Ted Chittenden
Mike Gordon
Jim LaMay
Nathan Pullen
Nikki Jeffords
Ed Gervasoni
Donald Porterfield
Allan Curry

Members Absent

Bea Shapiro
George Martinez
Annette Reichman
Janet Fisher

Staff Present

Lindsey Powers

Guests Present

Kristen Mackey
David Steinmetz
John McCann
Scott Weber
Erin Pawlus
Terri Hedgpeth
Chris LaFollette
Lisa Yencarelli

Call to Order and Introductions

Amy Porterfield, Chair, called the meeting to order at 12:07 p.m. in the RSA Video Conference Rooms located in Phoenix and Tucson, Arizona. Introductions were made, a quorum was present, and the procedural meeting rules were explained.

Approval of November 30, 2018 Meeting Minutes

Bob Kresmer moved to approve the minutes of the November 30, 2018 GCBVI Full Council meeting as written. Ted Chittenden seconded the motion. The minutes were approved by majority voice vote.

GCBVI Chairperson's Report

Amy Porterfield thanked the council members for their support and hard work, which would continue throughout the year. Amy Porterfield stated the council would continue to monitor the Business Enterprise Program (BEP)s involvement with Luke Air Force Base. Ms. Porterfield stated the state was not supporting BEP's priority through the Randolph Sheppard Act and noted the site would go to Ability One. Amy Porterfield stated the council felt that did not comply with the Randolph Sheppard Act and requested the Department of Economic Security (DES) go to arbitration. She stated that DES did request arbitration initially, but later repealed that request. Amy Porterfield stated that she would meet with Christina Corieri, Senior Policy Advisor to the Governor, to discuss the Governor's position regarding Luke Air Force Base. Amy Porterfield stated the council was also requesting support from consumer groups to express their support for BEP as well. Amy Porterfield stated that the council could advocate for BEP if the Governor was in support of the decision or remained neutral. She stated that if the Governor was against the issue, the council could not move forward, although the consumer groups could continue advocacy efforts. Amy Porterfield stated the National Federation of the Blind of Arizona (NFBA) would hold their Phoenix Seminar on January 22, 2019 and would use that opportunity to meet with the Governor's office. Amy Porterfield suggested the council review the GCBVI Strategic Plan and continue to complete the tasks. Ms. Porterfield stated the council would also provide suggestions for improving the movement of clients through the Vocational Rehabilitation (VR) process. Amy Porterfield stated the council had a successful year and noted the Vision Rehabilitation and Assistive Technology Expo (VRATE) was one of the most successful events and council members were also involved in the planning for the upcoming E75 event.

GCBVI Officer Elections

Amy Porterfield stated that Sharonda Goode had moved and left the council, so the council had an open NFB position. She added that Nikki Jeffords would be moving back to Virginia and noted that Nikki Jeffords had worked very hard on the council and had assisted in the successes of the council.

Amy Porterfield stated at the previous Full Council meeting, the Executive Committee had put forth Bob Kresmer as a Chair nomination, Nikki Jeffords as a Vice Chair nomination and Amy Porterfield as a Secretary nomination. She noted that due to the changes in membership, the Executive Committee met and identified Bob Kresmer as a Chair nomination, Amy Porterfield as a Vice Chair nomination and Allan Curry as a Secretary nomination. Amy Porterfield stated the Executive Committee put forth Bob Kresmer as a nomination for the Chair and inquired whether there were other nominations from the floor.

Ted Chittenden motioned that nominations cease, and that Bob Kresmer be elected as Chair by acclamation. Ed Gervasoni seconded the motion. The motion was approved by unanimous voice vote.

Bob Kresmer stated the Executive Committee put forth Amy Porterfield as a nomination for the Vice Chair and inquired whether there were nominations from the floor.

Bob Kresmer motioned that nominations cease, and that Amy Porterfield be elected as Vice Chair. Ted Chittenden seconded the motion. The motion was approved by unanimous voice vote.

Amy Porterfield stated the Executive Committee put forth Allan Curry as a nomination for the Secretary position and inquired whether there were nominations from the floor.

Bob Kresmer motioned that nominations cease, and that Allan Curry be elected as Secretary. Ted Chittenden seconded the motion. The motion was approved by unanimous voice vote.

RSA Administrator's Report

Kristen Mackey stated that the notice had been distributed regarding Rich Sorey's, Services for the Blind Visually Impaired and Deaf (SBVID) Program Manager, resignation. Ms. Mackey stated that RSA would begin recruitment efforts and would share the job posting with the council to distribute the notice widely. Kristen Mackey stated she also distributed a DES job posting for an Accessibility Document Specialist that would provide accessibility for internal staff and individuals that interacted with the agency. Bob Kresmer inquired regarding who would take over Rich Sorey's responsibilities until the position was filled. Kristen Mackey stated that she would oversee Older Individuals Who Are Blind (OIB) and BEP and Sue Kay Kneifel, Assistant Program Manager, would continue to review the case costs of VR. Amy Porterfield inquired whether Sue Kay Kneifel would be invited to attend

future GCBVI meetings. Kristen Mackey stated that Sue Kay Kneifel would attend future meetings, and noted that she had a conflicting meeting and could not attend the current meeting. Amy Porterfield stated that some positions had been hired that did not include council representation on the hiring panel and inquired whether the council would be included in the hiring of the SBVID Program Manager position. Kristen Mackey agreed that community representation was critical to the SBVID Program Manager position and she had made that request to HR. She noted that HR would review her request and indicate whether community members could participate on an interview panel. Kristen Mackey inquired regarding the positions that the council would identify as critical and would request that community members be involved on the interview panel. Bob Kresmer stated that in the past, council members had participated on interview panels for any position related to the blind or visually impaired, which included supervisors and counselors. Amy Porterfield agreed and noted the council believed in the importance of specialized services, which was the best method for providing services to blind and visually impaired individuals. Kristen Mackey agreed and stated that she would appreciate the council's feedback regarding the preferred knowledge and skills of counselors and individuals that worked with blind and visually impaired individuals. Amy Porterfield stated the council could provide that information. Ed Gervasoni stated that RSA had hired a Deaf-Blind Specialist, although that individual had been promoted, and the duties had been divided among other counselors, and inquired regarding the specialized training for those positions. Kristen Mackey stated that RSA was always accepting information regarding specialized training and who could provide that training. Ms. Mackey noted there were 40 deaf-blind individuals receiving services and there was a counselor that worked with that population primarily. Amy Porterfield inquired regarding the role of the supervisors. Kristen Mackey stated that Jonathan Pringle was a Supervisor in the Stone office, although he had resigned. She added that Ellen Boyd was a counselor with the expertise to work with the deaf-blind clients and reported to PV Jantz. Amy Porterfield stated the council would draft a letter indicating the preferred skills and knowledge of staff that worked with blind and visually impaired individuals and types of specialized training for staff working with deaf-blind individuals.

Amy Porterfield inquired regarding the role of the Accessibility Document Specialist. Kristen Mackey stated the position would be in the Office of the Director and noted that the position would ensure that information shared internally within the agency would be accessible as well as information shared with the public. Bob Kresmer inquired whether the position would assist internal staff with performing their duties as well. Kristen Mackey stated the position would primarily assist internal staff and would also

ensure that information shared with the public was accessible. Amy Porterfield inquired whether the position would also ensure that electronic information shared online be accessible. Kristen Mackey stated that she encouraged DES to include that responsibility with the position. Amy Porterfield inquired whether a council member could participate on the interview panel for that position. Kristen Mackey stated the position was within DES, and she could inquire with HR. Jim LaMay inquired whether the council could receive the current organization chart. Kristen Mackey stated she could share that information and noted that the DES website had that information as well and was updated regularly.

Kristen Mackey stated there had not been a significant change in the number of clients in the VR program or the eligibility statistics (**Note: Attachment A**). Ms. Mackey stated that 11 clients had been placed in employment, 19 clients were closed with employment, the highest hourly wage was \$54.80, and the lowest hourly wage was \$10.50. Kristen Mackey stated there were currently 877 blind and visually impaired individuals, 36 individuals were veterans and the number of applications was 64. Kristen Mackey stated the VR program was approximately 97-100% compliant with eligibility and IPE compliance remained at 84-88%. She noted there were 1088 individuals on the Order of Selection (OOS) Wait List and 64 individuals were blind or visually impaired. Kristen Mackey stated the average number of days to obtain employment was 597 days, which was above the national average.

Kristen Mackey stated the Division of Employment and Rehabilitation Services (DERS) developed a Strategic Plan, which included the objective to improve the workforce solutions for Arizonans. She noted that RSA's goal was to increase the number of individuals with disabilities closed with an employment outcome to 1,172. She noted that another goal was to increase the number of individuals with developmental disabilities in the VR program, and RSA continued to make progress towards that goal. Kristen Mackey stated there was an 18.5% increase in closures with employment and approximately a 50% decrease on the wait list numbers. Ted Chittenden inquired whether the goal to increase the number of individuals that obtained employment included wage goals as well as full time employment. Kristen Mackey stated the goal was to increase employment outcomes, although RSA encouraged that individuals be placed into positions that utilized their skills and continued to capture data regarding wages earned to ensure that individuals obtained quality positions. Bob Kresmer stated at previous Full Council meetings, RSA staff mentioned the goal objective for job placements was 267 for SBVID and noted that Rich Sorey had indicated that staff training would assist in reaching that goal. Mr. Kresmer inquired whether there were any updates regarding that goal. Kristen Mackey stated there had been an increase in training and an effort to develop standard

work, which would ensure that all staff statewide adhered to those standards. Kristen Mackey stated the SBVID offices had not implemented the standard work yet, although the general VR offices had experienced a decrease in five days in the number of days in the process. Kristen Mackey stated that staff were also held accountable for the metrics and for increasing overall office statistics. Amy Porterfield inquired whether the council could review the standard work practices. Kristen Mackey stated she could share that information with the council. Bob Kresmer inquired regarding RSA's plans to strengthen relationships with employers. Kristen Mackey stated that the Employer Engagement Administration (EEA) was under DERS, and she met with the EEA Administrator regularly. She noted that Tim Stump and Terell Welch were Employment Coordinators that worked with RSA to develop relationships with employers, and to provide information to employers regarding accommodations and employment opportunities.

Bob Kresmer stated at previous council meetings, Rich Sorey had indicated that he was working towards the reclassification of Rehabilitation Instructor staff for increased pay and inquired regarding any updates. Kristen Mackey stated that Rich Sorey had been working on a position paper, and she anticipated that there would be a plan to move forward in 6-8 months. Ms. Mackey stated RSA was reviewing a structure comparable to the structure used for counselors and the required credentials. Bob Kresmer inquired whether RSA had received feedback regarding the Federal RSA visit. Kristen Mackey stated that Federal RSA had not indicated when RSA would receive the report from the Federal RSA visit. She noted that Federal RSA did not currently have a Commissioner and that some councils were affected by the government shutdown. Bob Kresmer inquired whether the federal government would impact the federal funds received. Kristen Mackey stated the Department of Education was exempt from the federal shutdown and RSA would move forward as planned.

Kristen Mackey inquired whether the council had the opportunity to provide feedback on the Scope of Work (SOW) for the comprehensive contract under the Managed Service Provider (MSP). Amy Porterfield stated her understanding that council members had not received an opportunity to provide feedback. Mike Gordon inquired whether the comprehensive contract had been extended from February 13, 2019 to August 13, 2019. Jim LaMay stated he received the same information through the Arizona Procurement Portal (APP) that the contract would be extended to August. Kristen Mackey stated her understanding that the SOW was being developed and would be ready by February, and that providers would have received notices from Knowledge Services, the company that administered the MSP. Amy Porterfield stated the council had expressed concerns regarding

comprehensive services being included under Knowledge Services. Kristen Mackey stated that she would meet with council members to discuss the council's concerns regarding Knowledge Services. Amy Porterfield stated she would be interested to meet to discuss Knowledge Services and requested an extension to the comprehensive services contract. Jim LaMay stated that RSA would previously hold meetings with Procurement and the providers and inquired whether those meetings could be scheduled again. Kristen Mackey stated those meetings could be scheduled regularly.

SBVID Program Manager Report

This item was tabled.

BEP Program Update

Nathan Pullen reviewed the RSA 15 report that had been submitted. Mr. Pullen stated the gross sales were 17.7 million merchandise purchases were 5.4 million, gross profit was 12.3 million and payroll expenses were 5.9 million. He stated the other operating expenses were 1.15 million, total operating expenses were 7 million, operating profit was 5.2 million. Nathan Pullen stated BEP paid retirement and other benefits of \$569,000, a total net proceeds of 6.3 million, the net profit to vendors was 5.2 million, there were 25 vendor-person years of employment, the average vendor earning was \$209,000 and the median vendor earning was \$90,000. Nathan Pullen stated that BEP vendors employed one other individual with a visual disability and 11 individuals with non-visual disabilities and a total of 214 individuals without disabilities. Nathan Pullen stated this was accomplished over 6 federal facilities, 5 federal properties, 23 on other properties and 2 additional private properties, which includes military contracts such as Fort Huachuca and International Guard contract. He noted the Fort Huachuca contract was through 2021 and the International Guard contract was through 2022. Nathan Pullen stated of 13 highway rest area facilities, 3 were operated by blind vendors with gross set-aside proceeds of 41,000. Nathan Pullen stated the purchase of new equipment was 637,000, the maintenance equipment costs was \$411,000, replacement costs were \$581,000, refurbishment of facilities was \$96,000 and 1.26 million in management services. He noted there was \$11,600 in retirement and pension programs, \$58,000 in health insurance programs and \$500,00 in sick leave. Mr. Pullen stated the total expenditures were 3.57 million of which 2.35 million was federal funds and 1.12 million was from set aside funds. Nathan Pullen stated the low number of maintenance and repair was low despite having more equipment and was a testament to the work of the operators as well as internal efficiencies. He added that the program would not see the numbers from hiring the repair technicians, although the program already saw savings.

Nathan Pullen stated for program funding expenditures, BEP had 1.14 million in set aside funds and 1.13 million funds were expended as a rebate. He added there were 73 site surveys, of which 63 were accepted, and 10 were not accepted as feasible sites. Nathan Pullen stated 2 vendors completed vendor training and 2 additional individuals began training, although the vendors were not placed according to the deadline of the report. Mr. Pullen noted that 23 vendors received training, 6 attended national consumer conferences and 4 received training or recertification. Nathan Pullen stated there were 11 full-time employees, of which 3 were consultants. Ted Chittenden inquired whether Nathan Pullen had the numbers for the net profit and median operator income from the previous year. Nathan Pullen stated the current net profit was 5.2 million and the previous year was 4.1 million and the current median operator income \$90,137 and the previous year's median operator income was \$91,500. Ted Chittenden stated there was a slight decrease in median operator income and inquired regarding the reason for that decrease. Nathan Pullen stated BEP used the median number, which was an overall number to capture the success of the program. He noted that the average operator income had increased from \$209,000 from \$178,000 the year prior. Nathan Pullen stated that when the large earning facilities such as the prisons and military dining facilities were compared to the smaller facilities, the numbers were skewed. Bob Kresmer stated that several years prior, individuals did not consider BEP as a viable employment option and inquired regarding BEP's recruitment efforts. Nathan Pullen stated that Rich Sorey had been a great supporter of BEP and worked with VR counselors to encourage clients to consider the program. Mr. Pullen stated that BEP staff participated in Introduction to Blindness workshops and IPE workshops to discuss BEP as an employment opportunity. He noted that BEP also worked with EEA staff, Tim Stump and Terrell Welch, who used to work with BEP, and would share BEP information with clients. Nathan Pullen stated the Arizona Participating Operators Committee (APOC) all operator meeting would be on January 28, 2018 at 8:30 at Ability 360 and everyone was invited to attend.

ASDB Report

Lisa Yencarelli, Arizona State Schools for the Deaf and Blind (ASDB) Superintendent, stated the Arizona Deaf-Blind Project Specialist Cindi Robinson retired and the agency hired Megan Mogan to fill that position. Lisa Yencarelli stated the Tucson campus would hold the Regional Braille Challenge on February 19, 2019 and 41 students were registered to attend. Ms. Yencarelli stated the Early Childhood Program and Arizona Deaf-Blind Project were collaborating to hold the Western Regional Early Intervention Conference from September 11-13 in Denver. She noted that ASDB did not

hire additional staff, although the Director of the program was currently recruiting in Texas. Bob Kresmer stated that Annette Reichman reported that ASDB was considering reorganizing the agency and potentially closing the residential program and inquired whether there was an update on those discussions. Lisa Yencarelli stated ASDB was performing a feasibility study, although Annette Reichman had not shared additional information. Amy Porterfield stated Ms. Reichman had also indicated that ASDB had implemented two curriculums to increase student test scores and inquired whether the agency had any data from those programs. Lisa Yencarelli stated ASDB implemented the English Arts curriculum and would begin the Math curriculum. She noted the agency would likely assess the results in summer or fall, although the agency would likely see results after approximately five years. Bob Kresmer stated that ASDB was involved in conducting a census of students with the Foundation for Blind Children (FBC) and inquired whether that process was in place. Lisa Yencarelli stated ASDB and FBC collected data and compared the information, which would be complete in May. Bob Kresmer inquired whether ASDB had an approximation of the numbers of students served by ASDB and the co-operatives. Lisa Yencarelli stated she did not have those numbers but could supply that information.

GCBVI Committee Reports

Committee on Deaf-Blind Issues

Ed Gervasoni stated that Support Service Providers (SSP) services were misunderstood and that SSP consumers needed transportation as part of their SSP services. Ed Gervasoni stated he was considering restructuring the Committee on Deaf-Blind Issues to complete the necessary tasks. He added the I Can Connect program was able to provide 10 hours of service to consumers, although some individuals required additional hours as they did not have other resources. Mr. Gervasoni stated the Arizona Deaf-Blind Project hired Megan Mogan as the Deaf-Blind Specialist, who had vast knowledge of providing services to deaf-blind individuals. Ed Gervasoni stated the Helen Keller National Center (HKNC) created a Deaf-Blind Specialist position in Arizona and hired Jonathan Pringle. Ed Gervasoni stated the Commission for the Deaf and Hard of Hearing (COPD) hired Julie Stylinski as the Deaf-Blind Specialist to run the SSP pilot program. Ed Gervasoni stated the committee continued to meet with Arizona Health Care Cost Containment System (AHCCCS) staff to discuss Arizona Long Term Care Services (ALTCS)'s ability to offer intervener services. He noted that ACDHH also submitted a request to the Governor requesting that individuals with Developmental Disabilities that were also deaf-blind be eligible to receive services. Bob Kresmer inquired regarding the number of individuals that

attended the SSP training. Ed Gervasoni stated the SSP training was a three-day training, although he did not have the number of individuals that attended. He added that the committee would review additional training for SSPs. Bob Kresmer inquired whether the SSP training curriculum had been developed. Ed Gervasoni stated that ACDHH shared the SSP curriculum with HKNC, who indicated that portions of the curriculum was too technical, and the committee would review the curriculum and suggest methods to certify individuals as SSPs. Amy Porterfield inquired regarding the entity that defined the services that could be offered by SSPs. Ed Gervasoni stated the State Procurement Office had regulations regarding the services that could be offered. He noted that private agencies could provide transportation, although those agencies had insurance that would cover the SSP and the client.

Amy Porterfield inquired whether Ed Gervasoni would be willing to offer a training regarding SSP services at a larger event such as VRATE. Ed Gervasoni stated the challenge was that everyone had different needs from a SSP and often those needs changed according to the situation. Ted Chittenden inquired whether any council members had joined the Committee on Deaf-Blind Issues to represent the deaf-blind community. Ed Gervasoni stated the committee did not have enough deaf-blind consumers. He added that he would likely reapply for council appointment due to all the changes occurring. Bob Kresmer inquired whether the ACDHH was leading the changes within ALTCS. Ed Gervasoni stated that Dara Johnson, ALTCS, had been working with ACDHH and attending meetings to inform the committee on the progress. He added that an individual that qualified for ALTCS and was also deaf-blind would qualify for intervener services. Amy Porterfield stated the initial proposal was to make deaf-blind individuals eligible for ALTCS, which was not a possibility yet. She noted the next step was to ensure that interveners were eligible for individuals that qualified for ALTCS.

Employment

Nathan Pullen stated the Employment Committee continued to plan for the upcoming E75 Event scheduled for February 1, 2019 at Ability 360. Nathan Pullen stated the event would be a breakfast event where five employers would be recognized, and Sean Callagy would be the keynote speaker. Nathan Pullen stated that several companies had provided sponsorship for the event. He noted the committee would also hold an afternoon presentation with Sean Callagy from 11:00-1:00 for clients and anyone interested in an inspirational presentation. Amy Porterfield inquired regarding the deadline for registering for the event. Nathan Pullen stated the committee would appreciate early registration, although the committee was still accepting registrations. Mr. Pullen stated the morning was focused

on employers that were employing blind and low vision employees as well as employers that had not. He noted that View Finder would attend the event as well with some AT to demonstrate to the employers. Nathan Pullen stated the afternoon was focused on students or clients that were seeking employment. Nathan Pullen thanked all the committee members for their hard work planning for the event.

Public Information

Ted Chittenden stated the committee would begin working on the next GCBVI Annual Report in March and he hoped to develop another full annual report.

Ted Chittenden stated the statistics for EyeKnow.AZ were:

November

Number of sessions (visits) 172
Number of individuals visiting website 139
Pages viewed per visit 2.89
Time spent visiting the database (minutes) 1.47
New visitors 83.9%
Returning users 16.1%

December

Number of sessions (visits) 151
Number of individuals visiting website 132
Pages viewed per visit 3.03
Time spent visiting the database (minutes) 1.03
New visitors 88.5%
Returning Users 11.5%

Ex-Oficio Member and Blindness Community Organization Updates

Arizona Center for the Blind and Visually Impaired

Jim LaMay stated that ACBVI was in the process of updating the phone and Internet system. Jim LaMay stated ACBVI started implementation of the five-year Strategic Plan. Mr. LaMay stated ACBVI was training 20 new RSA counselors on disability awareness and technology.

Arizona Talking Book Library

Erin Pawlus stated the Friends of the Library meeting had been postponed, so Janet Fisher would likely provide an update regarding the Wine and Cheese event at the next Full Council meeting. Erin Pawlus stated the library hired a Youth Services Librarian, who would serve schools and organizations that served youth as well as 25% of the adult population. Ms. Pawlus stated the Annual Volunteer Recognition Luncheon would be held on April 6, 2019 in Phoenix. Amy Porterfield inquired whether the library was affected by the government shutdown. Erin Pawlus stated that library staff were able to communicate with National Library Service staff, although she was unsure whether they were being paid for working.

SAAVI Services for the Blind

Amy Porterfield stated that SAAVI had reorganized staff positions and created a Training Coordinator for staff and would ensure staff members had up to date blindness training. Ms. Porterfield stated SAAVI would sponsor a family retreat from April 4-6, 2019 available to all children statewide. She noted the grant covered all food and housing. Amy Porterfield stated students and parents would participate in team building and activities.

Arizona Council of the Blind (AzCB)

John McCann stated the AzCB was preparing for the annual meeting on May 3, 2019. Mr. McCann stated the AzCB was concerned regarding accessible ballots. He noted that he would pursue Legislative changes that would allow individuals to vote electronically.

National Federation of the Blind of Arizona (NFBA)

Donald Porterfield stated the Phoenix Seminar would be on January 22, 2019 at the Capitol from 9:00-4:00 pm. Mr. Porterfield stated the primary issues would be election issues, and the Luke Air Force Base decision not to pursue arbitration. He noted that NFBA members would meet with Legislature members to discuss those issues. Donald Porterfield stated NFBA members would attend the Washington seminar to discuss amendment to the Access Affordability Act to allow a \$2500 tax break to purchase technology. The group would also discuss the need for Legislation that would require technology be accessible. Donald Porterfield stated the NFBA would also discuss accommodations in the work place. He noted that all information and fact sheets could be found on www.nfb.org. Donald Porterfield stated the National Convention would be in Las Vegas and the consumer group was planning for that event.

Agenda Items and Date for Next Meeting

The next meeting of the GCBVI Full Council will be on March 15, 2019 from 12:00 pm to 3:00 pm. in the Video Conference Room, at 515 N. 51st Avenue, Phoenix, AZ.

- Strategic Plan Review

Announcements

Bob Kresmer stated that he, Amy Porterfield, and Jim LaMay would meet with members of the Statewide Independent Living Council (SILC) to discuss funding for individuals under 55.

Ted Chittenden stated the Ninth Court of Appeals ruled that the Internet does qualify under the ADA, which would make it easier to advocate for accessibility of websites.

Call to the Public

David Steinmetz stated the Arizona Industries for the Blind (AIB) had been hired as the CEO and he was pleased to introduce Chris LaFollette. Chris LaFollette stated Arizona had a distribution center and three base service stores. He noted that AIB was experiencing growth and was looking forward to working with more vendors. Bob Kresmer inquired regarding Mr. LaFollette's prior work experience. Chris LaFollette stated he worked with the East Carolina Vocational, which employed individuals with disabilities and he later developed the AJC Sales Group, which had over 20 million in commercial sales. Amy Porterfield stated the council would be pleased to invite Chris LaFollette to attend a future council meeting to discuss the goals of AIB. Chris LaFollette stated he would be pleased to attend a council meeting in 6-12 months to discuss the goals of AIB.

Adjournment of Meeting

Bob Kresmer moved to adjourn the meeting. Ted Chittenden seconded the motion. The meeting was adjourned at 2:40 pm

As of December 31, 2018:

The total number of individuals in the VR program was 877
The total number of Veterans in VR Program was 36
The total number of individuals in the OOS was 64
The total number of individuals in Priority Two was 35
The total number of individuals in Priority Three was 29
The number of VR applications was 64
The average number of days from application to eligibility was 49
The median number of days application to eligibility was 41
The eligibility determination compliance within 60 days was 84.8%
The number of new plans written was 57
The average number of days from eligibility to IPE implementation was 99
The median number of days from eligibility to IPE implementation was 83
The IPE implementation compliance within 90 days was 78.2%
The highest hourly wage of successful employment outcomes was \$54.81
The average hourly wage of successful employment outcomes was \$10.50
The number of clients placed was 11
The number of clients closed successfully was 19

As of December 31, 2018, the Deaf Blind Population statistics:

The total number of individuals in the VR program was 38
The total number of Veterans in VR program was 1
The total number of individuals in the OOS was 0
The total number of individuals in Priority Two was 0
The total number of individuals in Priority Three was 0
The number of VR applications was 0
The number of new plans written was 0
The IPE Implementation Compliance within 90 days was 100%
The highest hourly wage of successful employment outcomes was n/a
The average hourly wage of successful employment outcomes was n/a
The number of clients placed was 0
The number of clients closed successfully was 0