State of California

Health and

Human Services Agency

Department of Rehabilitation

Vendors Policy Committee (CVPC)

Quality Location Development Committee (QLDC)

1:00 PM – 2:30 PM

Wednesday, February 16, 2022

Zoom Meeting

**MEMBERS IN ATTENDANCE**

Paul Patche, II, Chair

Joni Patche

Willie Shoemaker

Tristen Kelley

Jerry Gann

Michael Hatch

**DOR STAFF**

Kelly Snow

Carlene Guzman

Emefa Tsikata

Kathleen Munyer

Luke Outland

**MEMBERS OF THE PUBLIC**

Ricardo Green

Sandy Balani

Andy Ngo

Francesco Flores

James Wright

Julie Wakamoto

Michael Fields

Nasir Aqbal

Steve Alford

MEETING SUMMARY

**Welcome and Roll Call**

* Paul Patche, II welcomed the attendees and a roll call was taken.

**Status of Hiring a New location Development Officer**

DOR Management

* Kelly Snow reported that a new Location Officer has not yet been hired. Only four applications were received from the last announcement.
* He is conferring with two BEP programs within the country who have hired marketing staff. He will continue to communicate with them and share insights that he learns with the QLDC.

**Waivers**

Members and DOR Staff

* Carlene Guzman reported that there are no waivers.

**Prospective New Locations and Opportunities**

Members and DOR Staff

* Paul Patche, II reported that both Yosemite and Muir Woods remain on the agenda as the committee has strong interest in those locations.
* Joni Patche reported that she has been listening to meetings of Sagebrush, the American Council of the Blind’s national vendor organization. In a segment this morning, it was reported that BEP vendors in the state of Mississippi have been working on approaching potential private sector businesses as prospective customers.
* They have compiled a list of questions and considerations they will ask prospective customers.
* Joni offered to try to get a copy of the script of the questions.
* A discussion took place during which the attendees questioned whether BEP would support this effort and look forward to input from the Department.
* Joni added that the Golden One Center might be receptive to BEP operating a location in the food service section.
* Kathleen suggested that franchising is an area that might be considered for expansion of the BEP.
* It was suggested that the Vending Machine Unit (VMU) be reviewed for possible locations that may be suitable to be transferred to a BEP Vendor.
* Kelly Snow reported that in some states, BEP vendors purchase vending machines for their locations and pay set-aside fees so that their machines can be repaired by the company contracted by BEP.

**Updates on Interim Locations**

DOR Staff

* Kelly Snow reported that all members have received the list of Interim/Primary locations.
* Paul Patche, II reported that some BEP vendors have expressed an interest in exploring the possibility of some locations that are currently listed as an Interim location should be considered Primary locations.
* A discussion took place on how to define a Primary location.
* Willie Shoemaker reported that to be considered a Primary, the location must produce at least $4500 per month. If a vendor can show that a location produces $4500 per month, it should be considered as a Primary, but should not be considered unless it earns the minimum of $4500.

**Current Pending Announcements and Upcoming Interviews**

DOR Staff

* Kelly Snow reported that there are no pending announcements.
* There is no new information on Department of Defense locations.

**Updates and Evaluate Current Locations**

Members and DOR Staff

* The Chair reported that each location in State or federal buildings must be considered to determine if there is enough staff in the building to support a BEP vendor.
* Michael Hatch expressed the importance of reporting sales data from each location that has multiple addresses.
* Willie Shoemaker endorsed Michael’s statement.
* Kelly Snow welcomed the Committee to move a motion requiring the reporting of sales for each address within the location.
* Michael Hatch and Willie Shoemaker agreed to work on a motion to bring to the next meeting.
* Paul Patche, II, Chair appointed Michael Hatch and Willie Shoemaker to a task force to write a suggested motion regarding the reporting of sales from multiple addresses within a location.

**Open Forum**

Committee and Members of the Public

* Put on agenda for next meeting:
* BEP vendors who are required to open when staff are not on the premises as reported by Nasir.
* Possibly consider a time during the meeting for individual vendors to address the committee.

**Adjournment**

* The meeting adjourned at 2:40 PM.

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