State of California

Health and Human Services Agency

Department of Rehabilitation

California Vendors Policy Committee (CVPC)

Quality Location Development Committee (QLDC) Meeting

Wednesday, April 27, 2022

1:00 PM – 2:30 PM (or until all agenda items have been discussed)

Zoom Meeting

Public Participation - Interested members of the public are invited to attend via the phone numbers above or click on “Join Zoom Meeting”. To ensure all attendees can hear the committee members and presenters, those joining via phone, please use \*6 to mute/unmute your phones.

**Three Public Participation Options:**

1. **Video Conference Link**

Join Zoom Meeting:

<https://dor-ca-gov.zoom.us/j/83400300885?pwd=aU9IOG4zUExRd2NkRmZ1Q2VNUEpEdz09#success>

Meeting ID: 834 0030 0885

Passcode: 4J7RW#!0

1. One Tap Mobile

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1. Dial-in on your phone

+1 408 638 0968 US (San Jose)

ID: 886 1771 4657

Passcode: 82396891

The following are the members of the CVPC Quality Location Development Committee (QLDC) Members:

Paul Patche II, Chair

Willie Shoemaker

Tristen Kelley

Jerry Gann

Joni Patche

Max Duarte

Michael Hatch

DOR Staff:

Kelly Snow, BEP Program Manager

Carlene Guzman, Northern Field Office Manager

Emma Godinez, Southern Field Office Manager

Luis Rodriguez, Business Enterprise Consultant

Kathleen Munyer, Advisory Committee Liaison

Public:

Dave Carroll

Daniel Salanis

Ricardo Green

Andy Ngo

AGENDA

Welcome and Roll Call

* The Chair will welcome attendees, conduct a roll call, and review the process of muting and unmuting phones.

Waivers

Kelly Snow:

1 waiver, Kern Prison. Naresh Balani, not interested in the snack bar

Kelly, we have been waiving kitchen from 2014, 900 people

Requested operation hours are from 6 am to 7 pm weekdays and until 5 on weekends.

Discussion: Max Duarte, would not blame Naresh for waiving.

Tristen, waive the prison, but uncomfortable with 10 year waivers; cannot sign on for ten years.

Kelly, we can put in a stipulation stating that if person/company who is in the kitchen leaves, the prison has to come back to BEP for another waiver or for BEP to take the location over.

Max, we are not in great terms with CDCR. I made more sales last weekend than I made before the pandemic.

Discussion about 10-year waivers; Michael Hatch doesn’t see BEP vendors operating the snack bars.

Several vendors are trying to negotiate lesser hours; CDCR won’t budge. Don’t think profitable, 5 years from now or 10 years from now.

Max: Subway went statewide, not feasible for snack bar to operate.

Paul: private company took over cafeteria in post office for ½ years.

Motion: Tristen moves to waive the Kern Valley State Prison food service. Michael Hatch seconded.

Vote: Michael yes, Tristen, no: Joni, yes; jerry Gann, yes; Paul, yes.

The motion passed.

Prospective New Locations and Opportunities

* Members and BEP staff will discuss possible new business opportunities.
* Ardis does not have the information
* Discuss Snack Shacks on State Beaches, Tristen, drive-ups on state beaches, at least 14 locations; discussion of the concept;
* Denise Mendoza, Pismo beach has small concession stands
* Discuss Yosemite National Park
* Discuss Muir Woods

Tristen, researched state parks; will provide contact information

Tristen will send contact information; Kelly asked if you know the names of the places where you visited.

LDO: Michael Hatch, where are we in the process of hiring a Location Development Officer. Applications are being reviewed.

Paul, is looking for someone who wants to help him look for franchises. Jerry will work with Paul.

Jerry, sent an email back regarding North Point location in Fresno IRS locations. The moved some people over there.

Kelly, remembers talking about it but does not recall the conversation.

Updates on Interim Locations

* Members will review, evaluate and discuss the status of new and pending facilities that are on a six-month interim list.
* Kelly, there may be some interims; A lot of interims were put out to see if they make primary numbers: Covid hit and locations stayed as interims. Can take a look at opening some up.
* Kelly, maybe we should take a look at announcing them.

Max: Want vendors to have time to make their money back. Must be coordinated with the vendor operating the interim.

Daniel: I took out two loans to run the location; at a point where it is profitable. To look at my location what I had to do to get to this point.

Why did CalPers not get put out as a primary?

Possible new location.

Baha Fresh, 2 others companies are locals looking for franchise including Dunkin Donuts.

Max has spoken to Nicki about Dunkin Donuts, he has not given information.

Denise said a location in her area just opened, the Congressman, they never heard of BEP.

Kelly, we need the address and who you have been talking to.

Denise will resend the information. It is a building from the ground up; Veteran’s Hospital. On county property but the county leased to the Federal Government.

Current Pending Announcements and Upcoming Interviews

* Members will receive an update from staff and discuss pending facility announcements and interviews.

6505 Manthey Road in French Camp CA - Veteran’s Affairs Outpatient Center due to open August 1.

Steve; regarding primaries, why putting out satellites and not primaries.

Max; The reason for putting out interims only is that we advertised all locations as interims during the pandemic. Even if it is making viable money, we were putting down as interims except for DOD.

Max: Cal pers was not making enough money to be a primary. That is why it was advertised as an interim. It needs to be an interim until it makes enough to be a primary.

Tristen’s location in San Diego in process of changing priority.

Steve, Hall of Records in Van Nuys State building café converted to vending. Suggest to find out from GSA about the Van Nuys federal building across the street. Can merge these 3 locations into a primary location.

**Updates and Evaluate Current Locations**

* Members will review, evaluate, and discuss the status of current facilities that are no longer viable and no longer meets the vendor’s needs.
* Discuss getting more sales information from vendors to better evaluate locations and update on Willie and Michael’s task force.

Public comment

Open Forum

* The Committee and members of the public will have the opportunity to suggest agenda items for the next meeting.

N/A

Public comment

Adjournment

* The meeting will adjourn at 2:30 PM.

Notes:

Public Participation - Interested members of the public are invited to attend the meeting in person or to join via the conference line. To ensure all attendees can hear the committee members, and the speakers, those joining via the conference line are requested to mute their phone. If your phone does not have mute function, pressing \*6 will toggle mute on/off.

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Supplemental Meeting materials will be available for public viewing at the meeting site and can also be requested in alternate format from the contact person listed below.

Questions or clarification on agenda topics can be made to the contact person listed below.

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Contact Person:

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