

OVRC Minutes

January 9, 2015

Call to order 9:00a.m.

ATTENDED BY REPS: F. Bragassa, A. Lutz, Steve Vincke (alt. acting as rep.) B. White (alt. acting as rep.) SECRETARY: Mot. B.S.V.I.: Director, M. Duncan, Program Manager, A. Locke-Hines, Area Manager, J. Roush. OPERATORS: D. Bruso. OTHERS: P. Bruso, K. Whalen.

MOTION (S. Vincke/B. White) to accept the minutes of the September meeting as presented. Passed unam.

MOTION (B. White/F. Bragassa) to accept the minutes of the December meeting as read. Passed. Unam.

REVIEW OF RECS FROM SEPTEMBER MEETING: NONE

REVIEW OF RECS FROM DECEMBER MEETING:

PROGRAM MANAGER REPORTED THAT DAS allowed a one-month extension of Shaffer's present contract terms and a further 11-month extension with an 18% increase in their hourly rate. She noted that this is in line with the RFP to which Shaffer responded.

REGARDING THE INVENTORY OVERSTOCK FOR FACILITY 543 she noted that the operator would take an inventory on a date yet to be set in order to determine the dollar amount of unsalable merchandise for which he will be given credit.

CHAIR ASKED ABOUT THE EQUIPMENT PURCHASE ARRANGEMENT FOR THE RECENTLY ACQUIRED 30 SITE Cleveland Post Office site attachment. PM responded that BE must comply with the permit requiring a snack machine at each of the 30 location and that the outgoing private vendor agreed to sell the existing snack machines for \$9500.00. F. Bragassa noted that B.S.V.I. should be careful not to overstock the sites or to remain in sites that underperform.

PUBLIC COMMENT: D. Brusio related a customer's objection to the presence of his guide dog at one of his satellites. The PM assured him of B.S.V.I. support in the use of his dog at any of his sites.

PRELIMINARY AGENDA FOR STATEWIDE TRAINING was read and discussed. Topics for which individual meeting attendees expressed support included: selling price increases, vending ergonomics and workplace health, insurance, rules, and cash security. The PM noted that the Hyatt hotel will host the Statewide meeting and that no up front payment from operators will be required.

WILLIS INSURANCE WAS REPRESENTED by John Walker, Kim Sparks and Lisa Nell who reported that their company could broker a policy with Hartford Insurance that could cover individual operators for between approx. \$425.00-\$525.00 depending on whether and how much stock coverage is requested. Discussion followed about temporary operators, opt outs, the naming of B.S.V.I. as "same insured" and the possible ways in which BE could cover and administer the cost of the individual policies (Federal, Program, unassigned).

MOTION (B. White/F. Bragassa) to recommend that B.S.V.I. research the feasibility of the Program paying for and administering BE operators' individual business insurance policies. Passed unam.

AGENCY Response: Accepted

F. BRAGASSA RELATED (the absent) Rep., T. Neal's concern about private (including employee) competition at his NASA facility. The PM said she would talk to T. Neal and Area Manager, V. Smith about devising a strategy to mitigate it.

MOTION (F. Bragassa/B. White) to recommend that B.S.V.I. retain the consulting services of Terry Smith through N.F.B.E.I., a yearly subscription. Passed unam.

AGENCY Response: Accepted

TOTAL UNASSIGNED INCOME available as of 9/30/2014 to be distributed to operators was reported by the PM to be \$186,172.00

MOTION (F. Bragassa/B. White) to distribute the available unassigned and undesignated income as of 9/30/2014 according to last year's formula of proportional shares according to the percentage of the year served under a BOA or BTOA. Passed unam.

AGENCY Response: Accepted

PM PRESENTED A SPECIFIC DEFINITION OF UPWARD MOBILITY events qualifying for one or more points in selection scoring as events contributing to career advancement. She distinguished this from "in service" training consisting of updating or refreshing knowledge or skills already presumed to exist. Discussion followed about non-BE opportunities for upward mobility credit and the means of validating participation in such activities. Mot suggested that all validations be "in advance". The Chair noted that the training coordinator should be the one and only person to judge. The PM said that a policy could be rolled out with the new rules.

CHAIR APPOINTED B. White to liaise with the BE Training Coordinator in biweekly teleconferences to research revisions to the BE training format.

WORKING WITH J. CANADAY AND B. WHITE THE PM REPORTED THAT THE DECISION HAS BEEN TAKEN NOT TO SET UP LOTTERY PILOTS at ODOT highway rest areas due to lack of projected profitability among other factors. The Chair pointed out that profitable BE operators are the ones located in 10% return locations that pay out winners.

AN UPTICK IN THE NUMBER OF UNIVERSITY CONTRACT RENEWAL NOTIFICATIONS was announced by the PM. However she also reported

no movement with Cincinnati State and that Cleveland State has reduced its offering to 10 machines. B.S.V.I. attorneys are considering the feasibility of proceeding to a “3 panel” hearing depending (for one thing) on whether they feel capable of convincing the Governor’s office to choose a panelist.

F. BRAGASSA ASKED ABOUT RUMORS OF A SETTLEMENT IN THE J. CYRUS GRIEVANCE. THE PM SAID THAT A SETTLEMENT FOR \$1200.00 commissions due since the grievance was considered but not tendered. She then talked about the risks of losing a fair hearing win at Federal arbitration and then subsequent possibility of having to sue the universities in order to recover the award. She also noted that TU has waived commission payments in consideration of the AG’s opinion.

AGENCY Response: For clarification a settlement was not offered to settle the Cyrus grievance.

THE CHAIR SAID THAT ONE AND A HALF YEARS OF PROBLEMS WITH MICRO MARKETS IS MAKING BE OPERATORS LOOK FOOLISH. Discussion followed about specific technical and REVIVE related problems which do no promise to be gone any time soon being experienced by micro market operators T. Neal and D. Bruso. D. Bruso mentioned that sighted help is always needed to manage the front end of the micro market. P. Bruso pointed out the difficulty and unpleasantness of contact with the support company, REVIVE. The PM requested that the Chair reestablish the micro market work group to research micro market profitability and the appropriate place of micro markets in the BE business model, as well as alternatives for dealing the continuing problems of established micro markets. The Chair appointed F. Bragassa to coordinate a micro market work group. J. Roush reported the J. Cooke had requested that the possibility of converting her Federal Building snack bar into a micro market be investigated, but that no specific plans are on track to do so.

The PM ANNOUNCED THAT PRINT COPIES OF THE “BIG BOOK” are now available. Mot requested that the BE business snapshot presented at Statewide be more detailed regarding Program sales and productivity, historical trends and the current profile of BE business.

CHAIR ASKED THE PM ABOUT PROGRESS IN BE BRANDING. The PM responded that the logo and machine skins will be used to replace misleading signage on the secondary highways and will also be made available to highway operators who request it.

AM, J. ROUSH, PRESENTED THE APPROACHING CHALLENGE OF PRODUCT LABELING, which will affect vending locations with over 20 machines in 2016. He requested Committee help to create ways for B.S.V.I. to support operator compliance.

AVI'S REQUEST TO TALK TO THE COMMITTEE ABOUT FINDING WAYS TO PARTNER WITH BE WAS COMMUNICATED BY THE PM. Following discussion the Chair pointed out that OVRC meetings are open to the public, and that public comment is accepted.

CHAIR SET THE NEXT RULES MEETING FOR JANUARY 16. On prompting by the PM she located it in the usual Committee Riffe Tower meeting room on the thirty first floor. She asked the PM to arrange that the meeting be extended by teleconference to Committee members and others not able to be there in person extend the meeting.

ADJOURN

RESPECTFULLY SUBMITTED, MOT

