



Suzanne Sewell  
President & CEO

Troy Strawder  
Board Chair

Tom Derzypolski  
Chair, RESPECT Business Development Committee

Ryland Musick  
RESPECT Executive Director



**RESPECT Business Development Committee Meeting**  
**May 13, 2015**  
**10:00 a.m. – 12:00 p.m.**

**RBDC Members:**

Tom Derzypolski	BowStern Marketing Communications/BDC Chair
Shirley Balogh	Alliance for Independence/Chair, ROC
Sylvia Perez	Lighthouse for the Visually Impaired & Blind
Jim Scarboro	Senior V.P., Institutional Banking & Treasury Management, Capital City Bank Group
Dehryl McCall	Career Source Florida

**Present:**

YES  
 YES-via phone  
 NO  
 YES  
 NO

**FARF/RESPECT:**

Ryland Musick	RESPECT Executive Director
Suzanne Sewell	FARF President & CEO
John McBride	Service Contracts Director
Lisa Felder	Programs Coordinator
Denise Frederick	Commodities & Procurement Director

**Present:**

YES  
 NO  
 YES  
 YES  
 YES-via phone

Key Points Discussed		
No.	Topic	Highlights
I.	Call to Order & Roll Call	Derzypolski called the meeting to order at 10:07 a.m.  Felder conducted roll call. All BDC members were present in person or via conference call with the exception of Dehryl McCall and Sylvia Perez who were attending out of town meetings at the time of the BDC meeting. A quorum was announced.
II.	Approval of Minutes	Derzypolski asked for a motion to approve the minutes from the February 4, 2015 meeting. A motion to approve was made by Balogh and seconded by Scarboro.
III.	Additions to Agenda	Derzypolski called for additions to the agenda. Musick requested addition of an agenda item on the Role of the BDC. All members agreed. The new agenda item was added.
IV.	Old Business/Action Items	After having announced there were no action items from the February 4, 2015 meeting, Derzypolski called for any old business. Members did not call for any old business discussion.
V.	DMS CNA Contract – DMS/RESPECT Relationship	Musick announced that DMS has added an amendment to the Central Nonprofit Agency contract, extending RESPECT as the CNA for Florida for five years, until July 12, 2020.  Musick added there are new personnel in the leadership roles at DMS and they have been very approachable.
VI.	Source America & NIB Programs – re: RESPECT	Musick gave background information on Source America (Ability One) and the National Industries for the Blind (NIB). These agencies provide commodities and services produced by people with disabilities for Federal contracts.  Musick shared that RESPECT is looking at what different commodities and services Source America and NIB offer at the Federal level and are investigating if RESPECT employment centers could offer any of the same to Florida government agencies.
VII.	Marketing Plan	Musick informed of the plan for RESPECT to specifically target certain State agencies to develop relationships with. Some of these agencies include; Agency for Persons with Disabilities, Department of

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		<p>Children and Families, Department of Transportation, Department of Corrections and the Department of Financial Services.</p> <p>RESPECT will focus on developing relationships from the top agency heads down to the procurement people. RESPECT would like ideas from BDC members of how to achieve growth in different areas and how to encourage more participation/capacity from the employment centers.</p> <p>RESPECT initiated a services pricing exercise to present current services prices to DMS for approval, Staff are now completing the first area of contracts. DMS would like to see standardization of services pricing.</p> <p>RESPECT has updated our presence at the Capitol building by purchasing a standalone video Kiosk that can display slide shows or videos. This kiosk is currently on the 3<sup>rd</sup> floor of the Capitol and has also been on the first floor during the legislative session. RESPECT plans to continue to have the kiosk in a prominent location at least through special session in June 2015.</p> <p>Derzypolski recommended using storytelling to market the RESPECT program. He gave an example of success stories on people who are employed on a RESPECT contract.</p> <p>Balogh offered a suggestion to make sure we target different age groups and how they specifically interact with different kinds of marketing.</p>
VIII.	Discontinuing Products/Services Update – Discussion/Recommendations	<p>RESPECT staff will be examining ways to promote slow moving commodities and will also identify non-viable commodities and services.</p> <p>When a commodity is discontinued, currently RESPECT asks the employment center if they would like to have “fire sales” to sell the existing stock. DMS must approve the sale price before it can be offered to the customer.</p> <p>McBride offered a services update with the following highlights:</p> <ul style="list-style-type: none"> <li>• There is a DMS opportunity for lawn care. There are two regions, as defined by DMS, where RESPECT can provide coverage at all locations. Three ECs are involved in quoting a total of three sites. RESPECT must bid on</li> </ul>

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VIII.	(continued)	<p>these and DMS may award RESPECT the work outside of the competitive solicitation.</p> <ul style="list-style-type: none"> <li>• There are many agencies contacting RESPECT right now to see if we can provide services before they put the work out to bid.</li> <li>• RESPECT has a few contracts that are under minor to moderate threat but are substantial in the number of person they employ. They are: <ul style="list-style-type: none"> <li>○ FDOT District 5 (I-95) Rest Areas – RESPECT has one year left on the contract and we are negotiating with the prime contractor for us to stay in place. Next FY, we will be written into the contract to require RESPECT utilization.</li> <li>○ FDOT District 5 and 7 (I-75) Rest Areas – The prime is seeking a cost reduction from RESPECT for next year that would be below our cost. RESPECT staff is scheduled to meet with the prime in Orlando to continue the negotiations.</li> <li>○ FDOT District 3 Janitorial – RESPECT has several office sites where we currently provide services that the district was about to put these out to bid. Musick met with the District Secretary and the bidding out is on hold but RESPECT must present a proposal for all sites under a consolidated contract with competitive pricing.</li> </ul> </li> <li>• RESPECT has several active proposals either being drafted or in the hands of customers for consideration. One recurring theme is the need for additional capacity in both urban and rural areas. RESPECT has very limited lawn care coverage in places like Jacksonville, Orlando and Tampa Bay.</li> <li>• RESPECT is likely to secure a new contract for janitorial services at APD's Tacachale campus in Gainesville.</li> </ul>
IX.	<b>**ADDED AGENDA ITEM**</b> Role of the BDC	Musick requested the BDC members again review the document on the Role of the BDC and share any ideas on how RESPECT staff can involve the members more and utilize their knowledge.

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IX.	(continued)	Derzypolski offered to make himself available to brainstorm and target a few areas of the marketing plan for discussion. Balogh suggested targeting specific areas of the marketing plan as items for discussion at future BDC meetings.
X.	Schedule Next Meeting	Derzypolski and Members discussed the best date for the next BDC Meeting. The following date was decided upon:  <b>Wednesday August 12, 2015</b> <b>10:00am-12:00pm</b> <b>At the RESPECT Office in Tallahassee</b>
XI.	Adjournment	After calling for any more business and none being requested, Derzypolski called for a motion to adjourn, Scarboro motioned to adjourn and Derzypolski adjourned the meeting at 11:35 a.m.