

Business Development Committee Meeting August 8, 2018

Committee Members Present:

Suzanne Sewell
Lindsey Davun
John McBride
Tom Derzypolski
Jim Scarboro
Dayna Lenk

Agenda

Micro-Enterprise Grant Proposal – Davun

-BDC members approved the grant proposal. Comments included working with Quest on allowing Steven more independence, instead of treating him as a subcontractor. Jim appreciated that Quest was offering him a lot of support in his business. Tom agreed to consider some marketing suggestions for Steven.

How Does RESPECT Remain Relevant - All

Expanding our perspective (Jobs to You) – Sewell

-We hope to have a test run of the Jobs to You program by October or November of this year. There is a meeting later in August with Vocational Rehabilitation to finalize some details. Florida Restaurant and Lodging Association was put forward as an opportunity to find available jobs for this model. Tom suggested that this model is branded, maybe with a micro-website and videos, make it “all packaged up” and easy to consume by potential employers.

-Suzanne asked Jim what his reaction might be if he was approached with this concept and he had the following thoughts:

-“What’s the catch?”

-“This sounds too good to be true.”

-“What kind of liability would this create for me?”

-Dayna said this program could be viewed as akin to temp labor

-Lindsey mentioned APD Exceptional Employers may be a good place to look for opportunities. It is more of a warm introduction and employers who already champion the hiring of people with disabilities.

The RESPECT Apprenticeship Model – McBride

-The current administration has placed an emphasis on other pathways to success instead of college education. This has trickled down to the state level to the Florida Department of Education.

-Suzanne is currently working on an apprenticeship program with Florida ARF to professionalize direct care providers.

-Essentially, the apprenticeship allows an individual to start off at minimum wage and then receive incremental increases as different milestones are met. At the end of the apprenticeship, the person receives a certification that is recognized by the Department of Education.

-For RESPECT, we will work with ISSA on a janitorial apprenticeship. The train-the-trainer session will be completed by the end of September. Employment Centers will then pick a few stand out individuals to work with the trained mentor and receive a certification.

For-Profit Corporate Efforts - McBride

-Walgreens makes a practice of hiring individuals with disabilities and providing them training in the distribution center and in the stores. They are expected to perform at the same level as non-disabled peers. Their model has been very successful and has helped many people find jobs.

-A group in Florida is hoping to replicate this model in Marianna with the Family Dollar distribution center.

Sales Update - Davun/McBride

-Sales are up! Eleven percent increase for year over year sales in commodities and a one percent increase in services.

-Jim asked what the increase in commodities is attributed to? Lindsey expressed that the Department of Health had made a strong commitment to purchasing through RESPECT in areas like the hemoglobin supplies, gloves, and customized items.