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## **Business Development Committee**

### **Introduction**

RESPECT of Florida serves as the Central Nonprofit Agency (CNA) for the State of Florida and is comprised of a network of nonprofit agencies that serve individuals with disabilities or who are blind or vision impaired. RESPECT works in tandem with its partners to produce goods and services for governmental entities.

RESPECT provides a wide array of employment opportunities for Floridians with disabilities or vision impairments in diverse industries and sectors of the economy. The program consistently strives to provide innovative goods and services that meet both the needs of its customers and to ensure a constant market for the products and services produced.

### **Issue**

The RESPECT of Florida program has successfully employed individuals who are blind, vision impaired, or disabled for more than 40 years. The program currently creates job opportunities for approximately 1,200 individuals each year. To assist in ensuring sustainable growth that generates more jobs, Florida ARF dba RESPECT of Florida recognizes the importance of a Business Development Committee (BDC).

The BDC membership will be made of individuals with business and human services expertise who pool their knowledge and experiences to share best practices that result in sustainable growth for the RESPECT of Florida program. The Committee will serve as a consulting body and will be involved in the development of ideas and strategies that will result in job development for individuals with disabilities. Specific areas of involvement may include:

- Identify and explore new business lines for the RESPECT of Florida program (traditional and non-traditional) that result in sustainable growth.
- Review capacity of RESPECT employment centers and make recommendations regarding growth initiatives and capacity building.
- Review the commodities and/or services state procurement list and recommend action for RESPECT involvement.

- Recommend needed improvements for determining fair market pricing for service contracts and products based on information provided by RESPECT of Florida.
- Pursue marketing development strategies for the RESPECT of Florida program including development of new business relationships.
- Advise RESPECT of Florida on business trends and how they may affect RESPECT of Florida growth.
- Provide professional guidance in areas of business development principles, state use trends and needs, and financial solvency.
- Provide opportunities for public sector input that supports job development for individuals with disabilities or who are blind or vision impaired.

**Membership**

The desired membership structure for The Business Development Committee will be as follows:

Corporate Professionals	2
Disability Employment Expert	1
Certified EC Representatives	3
State Agency Representatives	3

Total Membership 9

The Florida ARF RESPECT Oversight Committee (ROC) Chair will serve on the Business Development Committee in an advisory capacity.

Members will be asked to serve for a three-year term and may serve consecutive terms. Membership will be on a voluntary basis.

**Meetings**

Committee meetings will occur on a quarterly basis and shall be scheduled during routine work hours (8 a.m. - 5:00 p.m.). Participation may be by teleconference or in person. Prior to BDC meetings, members shall be provided materials for review prior to the announced meeting date.

Members shall determine a mutually agreed upon meeting date and schedule and shall meet at least on a quarterly basis.

Staff support for the Council will be provided by Florida ARF dba RESPECT of Florida. Within 30 days of the BDC meetings, summary minutes and recommendations will be forwarded to the Florida ARF President & CEO and the RESPECT of Florida Program Director.