

A-G-E-N-D-A

“CELEBRATING 80 YEARS OF RANDOLPH-SEHPPARD”

Tuesday, May 17, 2016 Pre-Conference

2:00 – 6:00 Registration - Foyer

4:30 – 5:30 Pre-Conference Workshops

Workshop #1 – *Metropolitan*

“Becoming an Effective Committee: A
Workshop for Committee of Blind Vendors
Chairs”

Co-Chairs: Michael Talley, Alabama
Pam Schnurr, Indiana

Workshop #2 - *Getty*

“Business Apps and Tech Tools Round-Up:
Bring Organization, Efficiency, and Possibilities
to Your Business”

J.J. Meddaugh, President, A.T. Guys

Workshop #3 – *Field*

“The KNFB Reader: Applications to Improve
Business Efficiencies”

Joel Zimba, Reading Innovations Project
Manager, National Federation of the Blind

6:00 – 8:00 Coca-Cola Welcome Reception *Guggenheim*
(Featuring the Music of Tom Holland and the
Shuffle Kings)

Wednesday, May 18, 2016

7:00 – 9:30 Registration - Foyer

7:30 – 10:15 First Data / Clover Leadership Breakfast
Guggenheim

Master of Ceremonies – Nicky Gacos, President
National Association of Blind Merchants

“Invocation” – Ron Brown, First Vice President
National Federation of the Blind

“Opening Ceremony – A Tribute to Chicago”

“Thank You to Our Sponsors” – Melissa Smith
National Association of Blind Merchants Board
Member

“A Special Welcome from Our Titanium
Sponsor” – Alexandra Duke, Business
Consultant
First Data Merchant Services

“Greetings from the State Agencies” - Ray
Hopkins, President
National Council of State Agencies for the Blind

“Remarks from a Special Guest” - Jesus
“Chewy” Garcia, Commissioner
Cook County Board of Commissioners

“An Illinois Federation Welcome” - Denise Avant, President, National Federation of the Blind of Illinois

“Leadership in Blind Entrepreneurship: The Foundation and the Future” - Mark Riccobono, President, National Federation of the Blind

“A Musical Tribute to BLAST”
JP Williams, Nashville Singer / Songwriter

9:00 – 10:15 “Extreme Ownership: How Navy SEALs Lead and Win”
Leif Babin, Navy Seal
Echelon Front, LLC

10:15 – 10:45 Break

10:45 – 12:30 *General Session – Upward Mobility Training Session #1*

Louvre

Moderator: Giovanni Francese, Emerging Leader, Illinois

10:45 – 10:55 “Welcome to the Land of Lincoln” and Introduction of Next Speaker
Kris Smith, Director
Illinois Division of Rehabilitation Services

10:55 – 11:15 “Changing the Randolph-Sheppard Paradigm: The Rehabilitation Services Administration’s Perspective”
Janet LaBreck, Commissioner
U.S. Rehabilitation Services Administration

- 11:15 – 11:45 “Beacon Technology and Cashless Payment Systems: A Strategy for Sales Growth”
Presented by Coca-Cola
- 11:45 – 12:00 “Good to Go: Better for You in Vending”
Jeff Fischer, Vice President for Strategic Initiatives
Vistar
- 12:00 – 12:30 “Crime Does Pay: A Preview”
Silas Deane, CEO, Vend Engine, Inc.
- 12:30 – 5:00 Tradeshow
Avedon / Cassatt
- 3:00 - 5:00 SLA Roundtable Discussion
Louvre #1
Daniel Frye, Chair
National Council of State Agencies for the Blind
Randolph-Sheppard Committee
- 4:30 – 6:00 Exhibitor Appreciation Reception
Avedon / Cassatt Foyer
(Featuring the Music of Dave Meyer and Dan Dwyer)
- 6:30 – 8:30 Illinois Blind Vendor Meeting and Elections
Louvre #1

Thursday, May 19, 2016

**8:00 – 12:15 *General Session – Upward Mobility Training
Session #2***

Louvre

Moderator: Zach Snow, Emerging Leader,
Georgia

8:00 – 8:45 “The Solo Challenge: Leading a Team of One”
Kevin O’Connor, CSP

8:45 – 9:30 “Getting Defensive: Examining Randolph-
Sheppard / Department of Defense Issues – A
Panel Discussion”

Moderator: Melba Taylor, Emerging Leader,
Maryland

Panelists:

Parnell Diggs, Director of Government
Affairs, National Federation of the Blind

Susan Gashel, Attorney at Law

Andy Freeman, Attorney at Law
Brown, Goldstein, and Levy

9:30– 9:50 “The State of Our Industry – NAMA’s
Perspective”
Eric Dell, Senior Vice President for Government
Affairs, National Automatic Merchandising
Association

9:50 – 10:10 “The Shifting Political Landscape in 2016 and What That Means for Blind Entrepreneurs”
Catriona Macdonald, Policy Advisor, National Council of State Agencies for the Blind

10:10 – 10:30 “The Department of Veterans Affairs: How Do We Bring Them Into Compliance with the Act?”
Andy Freeman, Attorney at Law
Brown, Goldstein, and Levy

General Session – Upward Mobility Training Session #3

Louvre

Moderator: Adam Bevel, Emerging Leader,
Arizona

10:30 – 10:45 “RSA Management Group: Creating Opportunity and Income Growth”
John Murn, CEO
RSA Management Group

10:45 - 11:15 “Meeting the National Challenge With RSA Leading the Way”
Jesse Hartle, RSA Randolph-Sheppard Program Specialist

Deanna Jones, RSA Randolph-Sheppard Program Manager

11:15– 11:45 “How to Effectively Advocate with Your State Legislators”
Brooke Lierman, Attorney at Law
Brown, Goldstein, and Levy
Maryland State Legislator

11:45 – 12:15

“Meeting the Challenge of Upward Mobility Training– 3 Unique Approaches”

Panel Moderator: Gerald Fisher,
Emerging Leader, North Carolina

Panelists:

Bill Findley, Florida BEP Director

Locket Phillips, Indiana BEP Director

Pam Schnurr, Indiana Committee of
Blind Vendors

Sharon Treadway, Tennessee
Committee of Blind Vendors

12:30– 2:15

The Pepsico Luncheon
Guggenheim

Master of Ceremonies: Terry Smith,
Director

National Federation of the Blind
Entrepreneurs Initiative

“Thank You to Our Sponsors”

Melissa Smith, National Association of
Blind Merchants Board Member

“A Word from Our Diamond Select
Sponsor”

Pepsico

“Presentation of the Champion Award to
Congresswoman Barbara Kennelly”

Nicky Gacos, President

National Association of Blind Merchants

“Presentation of the Gold Star Award”
Nicky Gacos, President
National Association of Blind Merchants

“And the Winner Is: Announcing Hadley’s
New Venture Business Competition
Winners”

Colleen Wunderlich: Director
Forsythe Center for Entrepreneurship
Hadley Institute for the Blind and Visually
Impaired

“Let’s Hear It for Our Entrepreneurs of
Excellence”

Colleen Wunderlich

“First in Their Class: Recognizing the
Inaugural Emerging Leaders Class”

Ed Birmingham, 2nd Vice President
National Association of Blind Merchants

Harold Wilson, 1st Vice President
National Association of Blind Merchants

“The Emerging Leaders Program: My
Experience and Why It May Be Right for
You”
Bradley Basta, Emerging Leader, Colorado

“Lincoln Live: The Wit and Wisdom of Abe Lincoln”
Featuring Gene Griessman as Abraham Lincoln

(Guests are welcome to stay late and get photos made with the President)

“Call to Action”

General Session – Upward Mobility Training Session #4

Louvre

Moderator: Lewanda Miranda, Emerging Leader, Oregon

2:45 – 3:15

“Healthy Vending: A Successful Illinois Case Study”

Moderator: Mark Dolzadelli Emerging Leader, Kentucky

Panelists:

Lesley J. Craig, Public Health Advisor
U.S. Department of Health and Human Services
OASH, Region V

Samia Hamdan, Senior Nutritionist
USDA Food and Nutrition Services Agency

Vincent R. Parisi, Preparedness Analyst
U.S. Department of Homeland Security, FEMA
Region V

Donnie Anderson, Chairman
Illinois Committee of Blind Vendors

Ed Birmingham, 2nd Vice President
National Association of Blind Merchants

3:15 – 3:30 “Accessible Credit Card Processing: It’s Here Now”

Alexandra Duke, Business Consultant
First Data Merchant Services

3:30 – 4:20 “Creating a Culture of Controls: Training, Technologies, Tools, and Tactics: Two Presentations in One”

“Ripping the Mask off of Internal Theft” (15 minute video)

“Proven Low Cost Solutions to Prevent and Expose Theft, Business Fraud, While Increasing Profits and Productivity”

Mark Manney, CEO
Loss Prevention Results, Inc.

4:20 – 5:00 “How to Communicate Like Lincoln: The Vocabulary of Leadership”

Gene Greissman, Ph.D.

7:15 – 9:30 The Coca-Cola Banquet: “A BLAST Birthday Bash: Celebrating 80 Years of Randolph-Sheppard

Guggenheim

Master of Ceremonies: Donnie Anderson,
Chairman, Illinois Committee of Blind Vendors

“Thank You to Our Sponsors”
Melissa Smith, Board Member
National Association of Blind Merchants

“A Word from Our Title Sponsor”
Coca-Cola

“A Musical Birthday Wish for Randolph-
Sheppard”
J.P. Williams, Nashville Singer Songwriter

“Advocacy, Advocacy, Advocacy and Then a
Word About Advocacy: The Key to the Next 80
Years”
John Gordon, Chief
Illinois Bureau of Services for the Blind

“Happy at Work and Other Tales of the Seven
Dwarfs”
Tim Cavanagh, Comedian

Friday, May 20, 2016

***General Session – Upward Mobility Training Session #5 –
Louvre #1***

Moderator: Manny Sifuentes, Emerging Leader,
Texas

9:00 – 11:00 The NAMA Triple Play
Chip Potter, Vice President of Communications
and Information Services
National Automated Merchandising
Association

“The 2015 Industry Summary”

“Micro Markets Today: Volumetrics and
Perceptions”

“Millennials: The Workforce of Tomorrow”

11:00 – 11:05 “Looking Forward to a Volunteer BLAST”
Sharon Treadway, Tennessee

11:05 – 11:15 Wrap Up