

2018 BLAST AGENDA

Tuesday, November 13, 2018 Pre-Conference

7:30 am – 9:00 am

Registration

8:30 am– 4:30 pm
Hill County EF

SLA Staff Training

This training is being cosponsored by the National Council of State Agencies for the Blind and the National Association of Blind Merchants. It will be conducted exclusively for SLA / Nominee Agency staff. The training will focus on Randolph-Sheppard compliance issues and best practices.

1:00 pm – 1:50 pm

Pre-Conference Concurrent Breakout Sessions

Session # 1
Hill Country G

ServeSafe Tips & Tricks for Taking the Test
Scott Cass, Instructor
Hadley Institute for the Blind and Visually Impaired

Session #2
Independence 6

Making Micromarkets Work for Randolph-Sheppard
Sharon Treadway, Blind Entrepreneur
Tennessee Business Enterprises

Jon Floyd, AE West & International
365 Retail Markets

Session #3
Independence 7

Accessible Technology and How It Can Help You Be
More Efficient as a Blind Entrepreneur
Chris Ingram, Technology Trainer and Consultant
Argh Accessibility, Inc.

Session #4
Independence 8

What Blind Vendors Need to Know About Their SSDI
Benefits
Michael, Dalto, Social Security Expert

2:00 pm – 2:50 pm

Pre-Conference Concurrent Breakout Sessions

Session # 5
Hill Country G

Serve Safe Tricks and Tips
Scott Cass, Instructor
Hadley Institute for the Blind and Visually Impaired

Session #6
Independence 6

Making Micromarkets Work for Randolph-Sheppard
Sharon Treadway, Blind Entrepreneur
Tennessee Business Enterprises

Jon Floyd, AE West & International
365 Retail Markets

- Session #7
Independence 1
Technology and Accessibility: The Good and the Bad
Wayne Dye, President and Founder
NReach, Inc.
- Session #8
Independence 2
Making Healthy Choices in Your Life
April Howard, Dietician
- Session #9
Independence 3
All New Hadley 2.0 and Apple Workshops
Doug Walker
Hadley Institute for the Blind and Visually Impaired
- Session #10
Independence 7
Generating Sales and Profits Through Cashless Vending
Bud Burke, Regional Manager
RSA Management Group
- Session #11
Independence 8
Maximizing Profits Through Rebates
John Murn, President and CEO
RSA Management Group

3:00 pm – 3:50 pm

Pre-Conference Concurrent Breakout Sessions

- Session #12
Independence 2
Making Healthy Choices in Your Life
April Howard, Dietician
- Session #13
Independence 1
What Blind Vendors Need to Know About Their SSDI Benefits
Michael Dalto, Social Security Expert
- Session #14
Independence 8
Maximizing Profits Through Rebates
John Murn, President and CEO
RSA Management Group
- Session #15
Independence 3
All New Hadley 2.0 and Apple Workshops
Doug Walker
Hadley Institute for the Blind and Visually Impaired
- Session #16
Independence 7
Generating Sales and Profits Through Cashless Vending
Bud Burke, Regional Manager
RSA Management Group
- Session #17
Hill Country G
Accessible Technology and How It Can Help You Be More Efficient as a Blind Entrepreneur
Chris Ingram, Technology Trainer and Consultant
Argh Accessibility, Inc.

3:00 – 5:00
Independence 6

WISE - Women's Initiative Supporting Entrepreneurship: A Presentation and Discussion

Melba Taylor, Board Member
National Association of Blind Merchants

4:00 pm – 5:30 pm
Bandera

Calling on Elected Committee of Blind Vendor Members: A Special Workshop
for Elected Committees of Blind Vendors

Moderators:

Zach Snow, NABM Board Member and Chair of Georgia Committee of Blind
Vendors

And

Michael Talley, Chair of Alabama Committee of Blind Vendors

Featuring:

Jesse Hartle, Randolph-Sheppard Specialist
Rehabilitation Services *Administration*

2:00 pm– 6:00 pm

Registration

6:00 pm – 8:00 pm

Opening Night Reception Luckenbach Pavilion

Wednesday, November 14, 2018

7:00 am– 9:30 am

Registration

7:30 am – 9:15 am
Independence 4-5

Leadership Breakfast

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

Opening Ceremony – “A Rousing Salute to San Antonio”

An NFB Welcome to Texas
Norma Crosby, President
National Federation of the Blind of Texas

Greetings from the National Office
Gabe Cazares, Government Affairs Specialist
National Federation of the Blind

Welcome to the Lone Star State
Michael Hooks, Director, Business Enterprises of Texas

Greetings from Our SLA Partners
Curtis Glisson, Co-Chair, NCSAB Randolph-Sheppard Committee

Thank You to Our Sponsors
Melissa Smith, NABM Board Member, Tennessee

Special Guest Speaker – Vera Jones, Author and Speaker
“Play Through the Foul”

9:15 am – 9:30 am Break

General Session – Upward Mobility Training Session 1 Independence 4-5

Moderator: Debra Smith, NABM Board Member, Arizona

9:30 am – 11:40 am “FISH! Catch the Energy and Release the Potential”
Deena Ebbert, Propeller Girl

11:40 am – 12:00 pm “Building the Partnership: An Update from the General Services Administration”

Demetria Summers, National Concessions Program Manager
U.S. General Services Administration

12:00 pm – 1:45 pm

Luncheon RW Pavilion

Master of Ceremony: Sharon Treadway, NABM Secretary, Tennessee

Greetings from Our Texas Host
Clayton Hell, Chairman
Texas Committee of Blind Vendors

Thank You to Our Sponsors
Melissa Smith, NABM Board Member, Tennessee

“Battle for the Alamo”
Presented by Goen South

General Session – Upward Mobility Training Session 2 Independence 4-5

Moderator: Lewanda Miranda, NABM Board Member, Oregon

2:00 pm – 2:50 pm “Charting the Course Through Demographic Change”
Ken Gronbach, Demographer

2:50 pm – 3:40 pm “Sweatiquette”
Robby Wagner, The Healthy Comedian

3:40 pm – 4:30 pm “Meet the Press: A Candid Interview with Jesse Hartle”
Terry Smith will interview Jesse Hartle, Randolph-Sheppard Specialist,
Rehabilitation Services Administration

5:00 pm – 10:00 pm Remember the Alamo!
Buses will be departing and returning every hour to take participants
downtown to visit the site of the Alamo and world famous Riverwalk.

Thursday, November 15, 2018

7:00 am – 8:15 am

Exclusive Breakfast for Women Blind Entrepreneurs

Independence 1-3

Moderator: Sharon Treadway, NABM Secretary, Tennessee

Guest Speaker: Norma Crosby, President, National Federation of the Blind of Texas

General Session – Upward Mobility Training Session 3

Independence 4-5

Moderator: Pam Schnurr, NABM Board Member, Indiana

8:30 – 8:35

Welcoming Remarks
Julian Alvarez, Commissioner
Texas Workforce Commission

8:35 am – 9:30 am

“Tale of Two Brains”
Mark Gungor, Author and Speaker

9:30 am – 10:15 am

“The New Washington, D.C.: A Look at the Political Landscape After the Midterm Elections and Its Impact on Randolph-Sheppard”

Moderator: Gabe Cazares, Government Affairs Specialist
National Federation of the Blind

Panelists:

David DeAngelo, Principal
DL DeAngelo Consulting

Catriona Macdonald, Policy Advisor
National Council of State Agencies for the Blind

David Fialkov, Vice-President for Government Relations
National Association of Truck Stop Operators

10:15 am – 10:30 am

“AIRA: Making Blind Entrepreneurs More Independent”

Daniel B. Frye, Director
Public Sector Engagement and Strategy
AIRA

General Session – Upward Mobility Training Session 4

Independence 4-5

Moderator: Barbara Manuel, NABM Board Member, Alabama

10:30 am – 11:00 am

“Leveraging Consumer Insights to Improve Your Merchandising Strategy”
Amanda Sulc, Director of Category Insights and Strategy
Accent Foods

11:00 am – 11:40 am

“Creating Opportunities Beyond Randolph-Sheppard”
Moderator: Karla Martinez, Blind Entrepreneur, Texas

Panelists:

Patricia Cowen, President
Rainmaker Sales Support

Neil Swindale, President
Vendcentral

Ken Shea, Vice President for Coffee Services
G&J Marketing and Sales

Michael Talley, Blind Entrepreneur
Alabama Business Enterprises

Melba Taylor, NABM Board Member, 8a Contractor
Maryland Business Enterprises Program

11:40 am – 11:55 pm “A Convenience Services Industry Update”
Jason Eberstein, Senior Director, State and Federal Government Affairs
National Automatic Merchandising Association

12:00 pm – 4:30 pm Trade Show Hill Country Ballroom

6:00 pm – 8:00 pm Final Night Celebration

Friday, November 16, 2018

7:00 am – 8:00 am ***The First Annual NABM Run/Walk to Promote WISE (Women’s Initiative Supporting Entrepreneurship)***

General Session – Upward Mobility Training Session #5 Hill Country EG

9:00 am – 11:00 am “Critical Issues: What Are the Solutions?”

Facilitators: Nicky Gacos, President
National Association of Blind Merchants

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

Michael Colbrunn, Blind Entrepreneur, Minnesota
NABM Emerging Leader

In May, NABM identified 27 critical issues facing Randolph-Sheppard today. This will be a thorough discussion of these issues and potential solutions. Some of the critical issues identified that may be discussed include

Lack of Program Growth
Apathy of Vendors and SLA Staff
Lack of Creativity in the Program
Recruitment of New Vendors
Training Issues
Lack of Funding

Healthy Vending Issues
The Role of Third Parties in Randolph-Sheppard
Absentee Vendors
And Much Much More as Time Permits

11 am

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