**RANDOLPH-SHEPPARD VENDORS OF AMERICA®**

**"Celebrating Over fifty years of achievement and advocacy"**

**RSVA® SAGEBRUSH 2022 NATIONAL BUSINESS ENTERPRISE PROGRAM TRAINING CONFERENCE**

**Agenda**

**"Sagebrush 2022: The future Unmasked and Reset"**

**MONDAY, FEBRUARY 14, 2022**

1:00 - 8:30 PM:

Registration

3:00 - 5:00 PM:

RSVA® Board of Directors Meeting

(Streamed on ACB Media)

7:00 - 9:30 PM:

"RSVA® Welcome to Vegas Networking Opportunity!!!"

(Hot and Cold Hors d'oeuvres)

For those attending virtually, Zoom will be open from 7:30 until 8:30 PM.

**TUESDAY, FEBRUARY 15, 2022**

7:00 AM - 12:30 PM:

Registration

(Virtual registrants will receive programs and related info in email, or if registering before January 20, in other requested formats.)

7:30 - 8:30 AM:

Early Riser Breakfast Buffet

Moderator: TDB

8:45 AM:

Pledge of allegiance

"Welcome to Sagebrush":

Scott Eggen (MN), SVS Vending, RSVA® President

"Welcome from Nevada":

Trudy Boissonneau(NV), President, Nevada Council of the Blind

Chris Mazza (NV), Bureau Chief, Business Enterprises of Nevada

Nevada Committee Chair

Introduction of Participants

Scott Eggen (MN), RSVA® President

9:15 AM:

"Exploring Small Business Resources from Intuit":

Theodore C. Drake (CA), Principal Engineer, Global Accessibility Leader, Intuit Inc.

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9:40 PM:

Questions and answers

9:45 AM:

"National Automatic Merchandising Association (NAMA), News and Trends in the Industry":

Robert Jackson (VA), Manager Federal and State Government Affairs, National Automatic Merchandising Association

Learn about the ongoing trainings offered by NAMA. Get updates on rules for labeling. Find out about other news and laws affecting vending managers.

10:10 AM:

Questions and answers

10:15 AM:

Break

10:30 AM:

“What responsibilities do vendors have after they are licensed?”

Dan Sippl (WI), Immediate Past President; Jeff Thom (CA), RSVA attorney/advocate; RSA representative

10:55 AM:

Questions and answers

11:00 AM:

"Latest Updates with RSA”

Rehabilitation Services Administration

Learn about changes in the Randolph-Sheppard unit and policy changes. Get tips on how vendors and staff can get information they need.

11:25 AM:

Questions and Answers

11:30 AM:

"Updates from the National Council of State Agencies for the Blind and Report on Randolph-Sheppard":

John Gordon, NCSAB Randolph-Sheppard co-chair

Catriona Macdonald (DC), President Linchpin Strategies, LLC. and NCSAB Policy Advisor for Randolph-Sheppard

Learn about new strategies in the Randolph-Sheppard Program. Get updates on NCSAB activities. Hear the latest NCSAB news on Randolph-Sheppard. Get updatesonlegislation and regulations affecting the Randolph-Sheppard Program.

11:55 AM:

Questions and Answers

12:00 PM - 1:30 PM:

LUNCH ON YOUR OWN

NOTE: Jeff Thom (CA), RSVA® Attorney and First Vice President American Association of Visually Impaired Attorneys will be available all afternoon for one-on-one Randolph-Sheppard questions.

Moderator: TBD

1:30 PM:

“How to compete for business outside the RS priority"

Ed Manley (FL), Ed Manley and Associates

This session will highlight effective certifications for developing skills for businesses outside the RS Program.

1:55 PM:

Questions and answers

2:00 PM:

"How to More Successfully Use the New RS15 Form"

Kathy Roat (IA), BEP Administrator and Facility Director for the Iowa Department for the Blind;Nathan Pullen (AZ), BEP director for Arizona Rehabilitation Services.

This session will uncover even more details of this annual form which had changes in 2021. Correct information in this form can assist the particular state BEP program in moving forward.

2:55 PM:

Questions and answers

3:00 PM:

Break

3:15 PM:

"The latest innovations for Automated Merchandising Systems":

Automated Merchandising Systems

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3:20 PM:

“What are Microtronic Cashless Solutions?”

Terri Starnes-Bryant, Microtronic Cashless Solutions, Inc.

3:55 PM:

Questions and Answers

Break-out Sessions:

4:00 - 6:00 PM:

Breakout Session 1:

State Administrators Meeting

Co-Moderators: TBD

4:00 - 6:00 PM:

Breakout Session 2:

State Committee Chairperson Meeting:

Co-Moderators: TBD

4:00 - 6:00 PM:

Breakout Session 3:

Randolph-Sheppard Vendors of America: "Get Involved”

Co-Moderators: Dan Sippl (WI), RSVA® Immediate Past President; Ardis Bazyn (CA), Bazyn Communications, RSVA® First Vice President

**WEDNESDAY, FEBRUARY 16, 2022**

7:00 AM - 12:30 PM:

Registration

7:30 - 8:30 AM:

Early Riser Breakfast Buffet

Moderator: Ardis Bazyn (CA), Bazyn Communications, RSVA® First Vice President, Sagebrush Committee

8:45 AM:

“Handling Product Shortages and Delivery Issues”

Round Table Discussion

9:15 AM:

"How Recent Changes have affected cashless and telemetry":

Harry Kozlovsky, Senior Director of Solution Sales, Nayax; US Tech representative; Crane Payment Innovations representative; Parlevel Systems representative

Learn about the differences in services from cashless systems. Hear how telemetry updates benefit your business. Hear about the latest changes in technology.

10:00 AM:

Questions and Answers

10:05 AM:

Break

10.20 AM:

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10:25

“How BEP Programs have Reset in the last two years”

Chris Mazza Nevada, Nathan Pullen Arizona, William Merchant Mississippi, Lizet Hinojosa Texas - invited.

11:35 AM:

Questions and answers

11:40 AM:

"How to Maximize the Use of PepsiCo FoodService Products":

Scott Stella, National Account Sales Manager, PepsiCo Foodservice; Doug Purdie, Director of Sales

Workplace Channel, PepsiCo Foodservice; Shelly Malecha, National Account Sales Manager, PepsiCo Foodservice

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NOON - 5:00 PM:

Reception - Appetizers and Iced Tea

EXHIBITS WITH RANDOM PRIZE DRAWINGS!

Network with friends and colleagues. Visit the exhibits and gain hands on experience with new products and equipment!

6:30 PM:

“Sagebrush Auction”

**THURSDAY, FEBRUARY 17, 2022**

7:30 - 8:30 AM:

Early Riser Breakfast Buffet

Moderator: TBD

8:45 AM:

“Recent Changes in Cafeterias and Full-Service Snack Bars”

Mark Erickson (WA), Lonnie Harmon (IA) invited

9:10 AM:

Questions and answers.

9:15 AM:

“Tips for Getting College or Universities into the RS Program and how current ones are faring”

Jim Cyrus (OH invited), Scott Eggen (MN)

Vendors will explain how campus operations are going now and how they deal with outsiders who shouldn’t be interfering with operations- coffee pop-ups and food trucks.

9:40 AM:

Questions and Answers

9:45 AM:

“USBGA “You don’t have to see it to tee it.”:

Phil Hubbard (FL), USBGA

10:00 AM:

Questions and answers

10:05 AM:

Break

10:20 AM:

“How have Prison Facilities Reset?”

Scott Eggen (MN)

10:40 AM:

Questions and Answers

10:45 AM:

“Leadership and Communication skills”

Toastmasters’ speaker

11:25 AM:

Questions and Answers

11:30 AM:

"Perspective from the other side" featuring vendors and

their experiences entering a mostly white male profession.

Travis Beasley, Nashville, Others TBD

Speakers will share tips for applicants from more

diverse backgrounds considering the RS program.

11:55 AM:

Questions and Answers

12:15 PM:

Annual Sagebrush Luncheon

Moderator: Scott Eggen (MN), RSVA® President

Motivational speaker:"Five Things About Las Vegas (orNevada) That You Might Not Expect": Dr. Michael Green, History professor and author, UNLV

Presentation of "George Arsnow" Scholarship Awards:

Herbert Reado (LA), RSVA® Awards Chair

2:00 PM:

Break

2:15 PM:

"American Council of the Blind Updates"

Eric Bridges (VA), Executive Director, American Council of the Blind

2:40 PM:

Questions and answers

2:45 PM:

"Social Security and Medicare Questions Answered"

Annie Walters (NV), SSA Public Affairs Specialist, Nevada

Learn about the latest updates and Changes in Social Security and Medicare. See what deductions vendors can use. Get information on retirement.

3:25 PM

Questions and Answers

5:30 PM:

RSVA® Sagebrush “Unmasked and Reset" Networking Mixer (additional $20)

**FRIDAY, FEBRUARY 18, 2022**

7:30 - 8:30 AM:

Continental Breakfast

9:30 AM:

Special Golf Clinic from USBGA: Sagebrush “You don’t have to see it to tee it.”

Proposed return to the hotel 1 PM.

See you next year!