

# The National Association of Blind Merchants

(a division of the National Federation of the Blind)

*and*

## Indiana Business Enterprises

*presents*

### Indy Super BLAST

***May 20 – 23, 2013***



National Training Conference for Merchant Vendors, Program Staff,  
Corporate Partners, and All Blind and Vision Impaired People  
Interested in Entrepreneurial Ventures

# **BLAST Special Preview Agenda**

There will be more to come. Keep checking the website and be sure to pick up final agenda at the conference for announcements of additional training, special offers and information detailing how BLAST sponsor companies and organizations can best support your mission.

Business Leadership and Superior Training (BLAST) launched in March of 2002 in Las Vegas, Nevada. The goal of BLAST for the past 11 years has been to take training for blind vendors and state agency personnel to a whole new level. This is accomplished by:

- Increasing networking and educational opportunities;
- Bringing concentrated upward mobility training to all blind vendors;
- Developing and providing high value education;
- Offering highest quality, consumer-driven training, motivation and networking round tables

Thank you for joining us as we continue to raise standards and expectations to a whole new level!

## **Title Sponsor**

Coca-Cola Refreshments

## **Titanium Investors**

Blackstone Consulting Inc.

Pepsico

Food Services Incorporated

## **Platinum Partners**

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## **Gold Leadership Contributors**

Libera, Inc.  
LaBarre Law Offices  
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Acorn Food  
365 Retail Markets

## **Silver Superior Training Sponsors**

Johnson Food Service  
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National Seminars Training

This special preview agenda has listed generous BLAST sponsors. The full agenda is coming soon. It will have more specific information highlighting how these contributing organizations may be helpful to your business or agency. Learn more about contribution levels, participation opportunities, and promotional options by emailing [kevanworley@blindmerchants.org](mailto:kevanworley@blindmerchants.org), or call 866-543-6808.

## **Indiana Business Enterprise Program**

The National Association of Blind Merchants would like to take this opportunity to offer a very special thank you to our Indiana hosts. This is the second BLAST hosted by Indiana Business Enterprises and we are grateful for their hospitality. The Indiana Business Enterprises' commitment to highest quality upward mobility training for all managers and staff is one of many factors which has made it a program held in highest regard throughout the Randolph-Sheppard industry. Thank you, Indiana Business Enterprises.

## **BLAST Conference Organizing Committee**

Chairman: Kevan Worley

Pamela Schnurr  
Greg Jinks  
Nicky Gacos

Bridget Worley  
Renee Nevius  
Terry C. Smith

**National Association of Blind Merchants is proud to provide the following statement received from the Rehabilitation Services Administration, United States Department of Education:**

*"I have reviewed the curriculum and agenda for the May 2013 BLAST conference that the National Association of Blind Merchants (NABM) has produced. I congratulate you and your team on planning an excellent event, full of valuable seminars and presentations on many aspects of the Randolph-Sheppard Program and other entrepreneurial opportunities for blind business owners. Further, I also specifically acknowledge the effort that the NABM, in collaboration with the National Federation of the Blind Entrepreneurs Initiative (NFBEI) and National Council of State Agencies for the Blind (NCSAB), is making this year to plan a day-long seminar solely for State Licensing Agency (SLA) staff.*

*The Rehabilitation Services Administration believes that participation in BLAST should qualify as training calculated to provide upward mobility to participants in the BEP program and would also serve as a valuable management experience for administrators of Randolph-Sheppard programs throughout the United States. SLA staff and vendor attendance at BLAST may certainly be characterized accordingly for all reporting purposes here."*

**Daniel B. Frye**

Management and Program Specialist Randolph-Sheppard  
and Helen Keller National Center Programs  
U.S. Department of Education  
Office of Special Education and Rehabilitative Services  
Rehabilitation Services Administration

## Sunday, May 19<sup>th</sup>, 2013

### 7:30 p.m. **Welcome to Indianapolis**

All are welcome to attend a reception hosted by the Indiana Association of Blind Merchants and the Indiana Business Enterprise Program, with light hors d'oeuvres and cash bar. Get BLAST started with old fashioned Indiana hospitality.

## Monday, May 20<sup>th</sup>, 2013

### 8:00 a.m. **Registration**

If you haven't registered, please do so! If you have pre-registered, please stop at the registration desk to pick up your name badge and other BLAST materials. Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered. Registration will remain open until 8:00 p.m.

### 8:00 a.m. **Is There a Micro Market in Your Future? Micro Market Display by 365 Retail Markets**

*Denver Room*

We encourage you to visit our model micro market in the Denver Room open until 4:30 p.m.

### 8:30 a.m. **State Licensing Agency Staff Training**

*Marriott 1-2*

The National Council of State Agencies for the Blind (NCSAB) will be providing an entire day of staff training on Monday, May 20th as part of the annual Business Leadership and Superior Training (BLAST) Conference.

### 10:30 a.m. **Quality Coffee Certificate Program (10:30 to 2:45 p.m.)**

*Lincoln Room*

Mike Tompkins, President, Coffee Products

This program will fulfill the new requirements to prepare participants for the NAMA coffee certification.

### 12:00 p.m. **Drop in with SCORE (12:00 to 4:00 p.m.)**

*Phoenix Room*

SCORE is a nonprofit association dedicated to educating entrepreneurs and helping small businesses start, grow, and succeed nationwide. Drop in and meet with a SCORE representative for one-on-one counseling.

**Monday, May 20<sup>th</sup>, 2013 (continued)**

**1:00 p.m. CPR Training (1:00 to 3:00 p.m.)**

*Marriott 8*

Joe Griffith, Division Chief, Decatur Township Fire Department

**1:30 p.m. Creating a Coaching Culture (1:30 to 4:00 p.m.)**

*Marriott 3-4*

Emily Just, National Program Manager, The Leadership Institute – Women with Purpose

Women continue to be significantly underrepresented in Randolph-Sheppard. This dynamic seminar is designed to engage women and challenge them to be better leaders, mentors and coaches. Participants will learn the difference between coaching and managing, and explore the benefits of effective coaching.

**Breakouts: First Sessions**

**1:30 p.m. Health of the Nation: Developing the Randolph-Sheppard Initiative – Round Table Discussion Seeking Input from All Randolph-Sheppard Stakeholders**

*Marriott 10*

Blind vendors are encouraged to share their experience.

Joel Kimmons, Ph.D, Nutrition Scientist and Epidemiology, Division of Nutrition, Physical Activity and Obesity, Centers for Disease Control and Prevention

Sandy T. Larson, Senior Director & Counsel, Government Affairs, National Automatic Merchandising Association

Carol Voss, Nutrition Coordinator, Iowans Fit for Life, Iowa Department of Public Health

Susan B. Klein, MS, Consultant, Iowans Fit for Life, Iowa Department of Public Health

Denise Funkhouser, Director, Occupancy Administration Division, Office of Facilities Management and Services Programs, GSA, Public Buildings Service

Melissa Walker, Wellness Amenity Program Manager, Occupancy

Administration Division, Facilities Management and Services Programs, GSA, Public Buildings Service

Scott Cass, Training Consultant, Colorado Business Enterprise Program

Katie Bishop, M.S., M.P.H., Nutrition Policy Associate, Centers for Science in the Public Interest

Billy Brumlow, Tennessee Blind Vendor

Anthony Paolini, Delaware Blind Vendor

**1:30 p.m. Introduction to the iPhone and iOS Devices Using VoiceOver**

*Marriott 7*

Tony Schnurr, Senior IT Specialist

Dan Schaefer, Senior IT Specialist

**Monday, May 20<sup>th</sup>, 2013 (continued)**

## **Breakouts: Second Sessions**

**3:00 p.m. Health of the Nation: Developing the Randolph-Sheppard Initiative – Round Table Discussion Seeking Input from All Randolph-Sheppard Stakeholders**

*Marriott 10*

Blind vendors are encouraged to share their experience.

**3:00 p.m. Blind Vendor Bill of Rights**

*Marriott 9*

Susan Rockwood-Gashel, Esq.

The purpose of this session is to collaboratively develop a bill of rights for use by all blind licensees. Input will be sought from participants to refine a draft bill of rights (based on the federal rules) that is intended to be a concise, useful reference. Please attend and help us to come up with a handy, practical resource.

**3:00 p.m. En-Vision Control of Your Own Inventory through the Latest Access Technology: ID Mate Quest**

*Sante Fe Room*

Dave Raistrick, En-Vision America

**Monday, May 20<sup>th</sup>, 2013 (continued)**

## **4:30 p.m. Upward Mobility Training Session I**

*Marriott 6*

### **The BLAST Training Tradition Continues: The Focus is on the Future**

Nicky Gacos, President, National Association of Blind Merchants; President, Colorado Café and Associates LLC

### **4:45 p.m. – Individual Actions, Collectively Focused: The Positive Power of Us**

Kevan Worley, Executive Director, National Association of Blind Merchants; CEO, Worley Enterprises

### **5:00 p.m. – Simple Steps to Reach Better Agreements: Becoming a More Proficient Negotiator**

George Lucas, Ph. D, Executive Vice President, US Learning LLC

## **6:30 p.m. Welcoming Reception**

*Marriott 1-5*

This is the perfect networking event. Share ideas for success with colleagues and make lifelong friends. Celebrating more than 125 years of Coca-Cola refreshments. Featuring Dave Dugan, Comedian: Business is Funnier than you Think. Enjoy friends, comedy, heavy hors d'oeuvres and cash bar.



**Tuesday, May 21<sup>st</sup>, 2013**

**7:00 a.m. Registration**

If you haven't registered, please do so! If you have pre-registered, please stop at the registration desk to pick up your name badge and other BLAST materials. Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered.

**7:30 a.m. Leadership Breakfast**

*Marriott 1-5*

Master of Ceremonies – Scott C. LaBarre, Esq., LaBarre Law Offices P.C.;  
President, National Association of Blind Lawyers

Welcoming Remarks – Nicky Gacos, President, National Association of Blind Merchants; David DeNotaris, President, National Council of State Agencies for the Blind; John Gerber, Chairman, Indiana Committee of Blind Vendors

**8:15 a.m. Blind Vendor Bill of Rights**

Susan Rockwood-Gashel, Esq.

**8:30 a.m. Randolph-Sheppard: Our History Calls Us to Action**

James Gashel, Vice President of Business Development for K-NFB Reading Technology, Inc.

**8:45 a.m. Break**

**9:00 a.m. Upward Mobility Training Session II**

*Marriott 1-5*

**The Progress Challenge: Working and Winning in a World of Change**

Dean Lindsay, Author, Speaker, Business Consultant

**10:15 a.m. – Randolph-Sheppard Management Information System: Finding a Practical Approach**

Matt Stanton, Director of Application Development, Libera  
Sam McNitt, Quality Control Specialist, Libera

**10:30 a.m. – The NFBEI: Changing What it Means to Be a Blind Entrepreneur**

Terry C. Smith, Business Opportunity Specialist, National Federation of the Blind Entrepreneurs Initiative

**10:55 a.m. – Break**

**Tuesday, May 21<sup>st</sup>, 2013 (continued)**

**11:10 a.m. – Health of the Nation: Developing the Randolph-Sheppard Initiative**

Facilitator: Kevan Worley, Chairman, National Association of Blind Merchants Healthy Concessions Work Group

Joel Kimmons, Ph.D, Nutrition Scientist and Epidemiology, Division of Nutrition, Physical Activity and Obesity, Centers for Disease Control and Prevention

Sandy T. Larson, Senior Director & Counsel, Government Affairs, National Automatic Merchandising Association

Carol Voss, Nutrition Coordinator, Iowans Fit for Life, Iowa Department of Public Health

Susan Klein, Iowa Department of Public Health

Denise Funkhouser, Director, Occupancy Administration Division, Office of Facilities Management and Services Programs, GSA, Public Buildings Service

Melissa Walker, Wellness Amenity Program Manager, Occupancy Administration Division, Facilities Management and Services Programs, GSA, Public Buildings Service

Scott Cass, Training Consultant, Colorado Business Enterprise Program

Katie Bishop, M.S., M.P.H., Nutrition Policy Associate, Centers for Science in the Public Interest

Billy Brumlow, Licensed Blind Vendor, Tennessee

Anthony Paolini, Licensed Blind Vendor, Tennessee

**12:30 p.m. Meeting of Indiana Licensed Blind Vendors**

All Indiana Licensed Blind Vendors are asked to remain in the meeting room for a discussion before entering the trade show.

**12:30 p.m. Trade Show**

*Marriott 6-10*

Taste and touch the latest and greatest exhibits of business products, food, and technology; sponsored by the National Association of Blind Merchants. This product and services showcase will also feature experts who can answer your specific questions about accessible technology, legal issues, partnering for military and other government contracts, social security, vending, marketing, financial planning, and more. Go to the show! Many food service, vending, and access technology exhibitors will have extraordinary specials available only for this tradeshow. Please support those companies that support the blind merchants of Randolph-Sheppard.

**2:30 p.m. SLA Round Table (2:30 until 4:30 p.m.)**

*Marriott 4*

This exclusive roundtable provides the opportunity for administrators and staff to share information and network with one another.

**Tuesday, May 21<sup>st</sup>, 2013 (continued)**

**4:30 p.m. Building Connections Reception**

*Marriott 6-10*

Mix and mingle with your peers and colleagues! Enjoy a cash bar after an exciting afternoon at the trade show.

**6:00 p.m. Information about evening excursions coming soon!**

**Wednesday, May 22<sup>nd</sup>, 2013**

**7:30 a.m. Registration**

If you haven't registered, please do so! If you have pre-registered, please stop at the registration desk to pick up your name badge and other BLAST materials. Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered.

**7:30 a.m. Continental Breakfast**

*Marriott 1-5*

**8:15 a.m. Upward Mobility Training Session III**

*Marriott 1-5*

**Strategic Thinking for Entrepreneurs**

Larry Lad, Associate Professor of Management, College of Business, Butler University

**9:40 a.m. – Break**

**10:00 a.m. – A Program for the 21<sup>st</sup> Century: Perspective from the Rehabilitation Services Administration, United States Department of Education**

**10:20 a.m. – Is There a Micro Market or Franchise in Your Future?**

Nicky Gacos, President, National Association of Blind Merchants  
Joseph Hessling, CEO, 365 Retail Markets

**10:30 a.m. – Taking Group Buying for All Blind Vendors to the Next Level: What You've Waited for is Here**

Nicky Gacos, President, National Association of Blind Merchants

**10:35 a.m. – Leadership in the Real World: Jeremiah Hamman, Owner, Mo's... A Place for Steaks, Indianapolis, Indiana**

**10:55 a.m. – Break**

**Wednesday, May 22<sup>nd</sup>, 2013 (continued)**

**11:15 a.m. – Information is Profit, NFB NEWSLINE®: A Tool for Business Success**

Nijat Worley, Manager of Marketing and Outreach, National Federation of the Blind

**11:30 a.m. – The Trust Edge: How Top Leaders Gain Faster Results**

Dave Horsager, MA, CSP

**12:30 p.m. Leadership Luncheon**

Master of Ceremonies – Kevan Worley, Executive Director, National Association of Blind Merchants

Keynote Speaker – Dr. Marc Maurer, President, National Federation of the Blind

## **Afternoon Training Tracks**

**2:15 p.m. Social Media Strategies in Randolph-Sheppard: An Interactive Presentation**

*Marriott 1-5*

Ted Janusz, CEO, Janusz Presentations LLC

**2:15 p.m. What Corporations Demand from their Suppliers: Accessing Commercial Contracts**

*Marriott 7*

Patricia Richards, Director, United States Business Leadership Network  
Disability Supplier Diversity Program

**2:15 p.m. The Vending Doctor: Immerse Yourself in the World of Profitable Vending Operations**

*Marriott 8*

Gary Nelson, CEO, Liberty Bell Enterprises Inc; and other industry experts

**6:00 p.m. Information about evening excursions coming soon!**

**Thursday, May 23<sup>rd</sup>, 2013**

**8:30 a.m. Upward Mobility Training Session IV**

*Marriott 1-5*

**Dimensions in Leadership**

Anil Lewis, Director, Advocacy and Policy, National Federation of the Blind

**9:15 a.m. – Turning up the Volume on Public and Private Partnerships**

Jill Houghton, Executive Director, United States Business Leadership Network

**9:40 a.m. – Randolph-Sheppard: A Consumer-Driven Program of Entrepreneurship – Making the Plan Work**

Daniel Frye, Randolph-Sheppard Specialist, Rehabilitation Services Administration

**10:00 a.m. – Mississippi State University: Developing Practical Solutions for Randolph-Sheppard Practitioners**

Jacqui Bybee, Research Assistant, Mississippi State University

**10:20 a.m. – Break**

**10:40 a.m. – Building Our Own Future: Unleashing the Leadership Potential**

Nicky Gacos, President, National Association of Blind Merchants

Terry C. Smith, Business Opportunity Specialist, NFBEI

Michael Hooks, Director, Business Enterprises of Texas

Mike Jones, Ph. D, Division Administrator, Oklahoma Department of Rehabilitation Services

Rajunnda Gandy, Director, Georgia Business Enterprise Program

Barbara Manuel, President, Alabama Association of Blind Merchants, and Coast Guard Galley, Aviation Training Center, Mobile, Alabama

Susan Rockwood-Gashel, Esq.

**11:59 a.m. Adjourn**

Register now at [www.blindmerchants.org](http://www.blindmerchants.org). Conference registration fee is \$200.00, or save \$50.00 with early bird registration by registering before April 15, 2013. For assistance with registration and for further information, call 866-543-6808. Hotel rooms are available at the low rate of \$124.00 per night plus applicable taxes. Room rates are effective from Friday, May 17<sup>th</sup> through Thursday, May 23<sup>rd</sup>. Reserve your room at the Indianapolis Marriott Downtown by calling 1-877-303-0104, under BLAST 2013 or National Association of Blind Merchants. You can also reserve your room online by visiting [https://resweb.passkey.com/Resweb.do?mode=welcome\\_ei\\_new&eventID=9700023](https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=9700023).