

# **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***



***Proudly Sponsored by Coca-Cola***

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

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!

# *Coca-Cola* Refreshments

The Coca-Cola Company (NYSE symbol: KO) is the world's largest nonalcoholic beverage company. We offer a portfolio of world-class quality sparkling and still beverages, starting with Coca-Cola® and extending to more than 400 brands of soft drinks, juices, teas, coffees, waters, sports and energy drinks.

Our mission is to refresh the world, create value and make a difference. Our focus on the needs of our customers, consumers and franchise partners helps us achieve and continue achieving sustainable, quality growth. To continue to thrive as a business over the next ten years and beyond, we are looking ahead, understanding the trends and forces that will shape our business in the future, and moving swiftly to prepare for what's to come.

Coca-Cola has shown generous support to the NABM, which in turn benefits our entire industry. Please say 'Thank You' to the Coca-Cola Company for their commitment to this year's BLAST conference as the Title Sponsor, Randolph-Sheppard, to our association, and to you.

## **Title Sponsor**

Coca-Cola Refreshments

## **Titanium Investors**

Blackstone Consulting Inc.  
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RSA Buying Group, Inc.

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Sodexo  
National Seminars Training  
The Leadership Institute – Women with Purpose  
Hadley School for the Blind

## **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



The National Association of Blind Merchants proudly welcomes Titanium Sponsor RSA Buying Group. Randolph-Sheppard Service Association has now launched the most dynamic rebate program for blind vendors ever conceived. RSA - they are not with the government, but they are here to help. Randolph-Sheppard Service Association is more than a buying cooperative. As the program grows, they will be offering technical assistance and marketing materials to assist all blind vendors in their quest to increase profit. Rebates are just the beginning. Visit the booth for savings, giveaways, and drawings. Sign up for a chance to win an iPad. Sign up and receive a free case of Red Bull and other free products, just for signing up. Now blind vendors can receive the best rebates in the industry on both snacks and beverages.

RSA - Reliability, Service, Accountability



**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



[www.fsigonline.com](http://www.fsigonline.com)

**At Food Services Inc. of Gainesville, our highly recommended 100 percent success record has made us one of the most qualified firms in the military dining industry. Everything is proudly achieved by mentoring licensed blind vendors to manage each contract exceptionally and independently. It's our added dedication to our vendors becoming entrepreneurs and mentors that makes us unique amongst our peers.**

## Women Empowerment Day

23% of individuals operating Randolph-Sheppard businesses are women. National Association of Blind Merchants is committed to the empowerment of women within our program. We have had a longstanding commitment to encouraging blind women to consider Randolph-Sheppard as a vocation. Monday, May 20 is **Women Empowerment Day** at BLAST. Encourage our women colleagues to attend "Creating a Coaching Culture" by 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. The seminar will take place between 1:30 and 4:00, Monday afternoon, May 20.

On Monday morning, May 20, blind business woman Jean Brown is offering transportation to her day spa. Women can take advantage of special pricing and support one of our women entrepreneurs. Interested women should meet at the registration desk between 8:00 and 8:30 AM. How about a nice massage before BLAST really begins?

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

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

*Marriott 10*

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.



At PepsiCo, our mission is to be the world's premier consumer products company focused on convenient foods and beverages. We seek to produce financial rewards to investors as we provide opportunities for growth and enrichment to our employees, our business partners and the communities in which we operate. And in everything we do, we strive for honesty, fairness and integrity. Our products can be found in more than 200 countries around the globe. PepsiCo is a global food and beverage leader with a diverse product portfolio that includes 22 brands like Pepsi, Frito-Lay, Tropicana, Gatorade, Quaker and more. Each generates more than \$1 billion each in annual retail sales. PepsiCo is proud of its relationship with the National Association of Blind Merchants and the National Federation of the Blind.



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

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

*Registration Area 2 (Next to the escalator)*

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 6:00 p.m. today and from 12:00 to 5:00 p.m. Tuesday afternoon.





## AYYARSONS FOOD CORP

We are proud to have been an integral part of BLAST from the beginning. From the first BLAST conference held in Las Vegas until now, we have been here. We will continue to be here for the NABM, the BLAST conferences, our current partners, and future partners. Nayyarsons Corporation was founded on Long Island, NY, in 1991 and has operated as a professional food service establishment for more than 20 years. In 1997, we became certified by the Small Business Administration as a Disadvantaged Small Business Enterprise under the 8(a) program. Nayyarsons is now successfully working in 37 sites in 16 states and growing.

### **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. The training is available to the first 45 participants.

### **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.

### **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.



At Brown, Goldstein and Levy, we are trial lawyers who handle cases of every stripe, both civil and criminal. We also have an active practice in many other areas of the law, including family law and health care. We strongly identify with our clients and their problems, and we have the skill, experience, and the tenacity to solve those problems. Our lawyers have been selected as among the Best Lawyers in America. Brown, Goldstein and Levy – true Randolph-Sheppard champions. To learn more visit [www.browngold.com](http://www.browngold.com).

**BROWN GOLDSTEIN LEVY**

## **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  
Sheree M. Edwards, Esq., Southern Regional Legislative Director, 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

Patrick Meyn, Division President, HealthVend

Billy Brumlow, Tennessee 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

## Breakouts: Second Sessions

**3:00 p.m. What Corporations Demand from their Suppliers: Accessing Commercial Contracts**

*Marriott 10*

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

**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 Bode, President, En-Vision America



Acorn is a food service management company specializing in cafe service, catering, executive dining, vending, food concession, full food service, dining room attendant service, military dining hall and cafeteria service. Over the years we have also managed custodial, facility and janitorial service contracts with a special focus on recycling responsibilities. Acorn can be a one-source solution. They offer consulting for state agencies and blind vendors. They can partner with you to team operate any size cafeteria. Pride, partnership, profit.

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. – Simple Steps to Reach Better Agreements: Becoming a More Proficient Negotiator**

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



MITCHCO INTERNATIONAL is a privately owned Defense Contractor focused on providing the staffing and food service support to military facilities throughout the United States. MITCHCO INTERNATIONAL has partnered with Randolph-Sheppard food service vendors to provide food services to our clients, and are full-fledged supporters of the Randolph-Sheppard Act.

LaBarre Law Offices

**LaBarre Law Offices P.C.** is wholly owned and operated by Scott C. LaBarre. Mr. LaBarre specializes in Randolph-Sheppard law, employment law, disability rights, Social Security matters, business law, and other general civil litigation. Scott LaBarre greatly enjoys working with blind merchants because he believes firmly in achieving the letter and spirit of the Randolph-Sheppard Act and its overarching goal of promoting the maximum vocational potential of blind operators. Contact Mr. LaBarre at [slabarre@labarrelaw.com](mailto:slabarre@labarrelaw.com).

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

### 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. **Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered.**

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

### 7:00 a.m. Registration

*Registration Area 2 (Next to the escalator)*

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; Debra Minott, Secretary of Family and Social Services Administration

Speaker: James Gashel, Vice President of Business Development for K-NFB Reading Technology, Inc., Secretary, Executive Board, National Federation of the Blind -

“Randolph-Sheppard: Our History Calls Us to Action” **Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered.**

### 8:30 a.m. Break



**Libera, Inc.**®

Libera's Business Enterprise Program (BEP) was created to help VR and/all BEP managers supervise all aspects of an agency's Business Enterprise requirements. The application allows staff to manage the operators, facilities, equipment, sites, and potential sites associated with Business Enterprise. The BEP application utilizes the System 7 Framework™, meaning it can easily integrate into an agency's existing VR case management system to fully

meet agency needs. System is fully ADA/508 compliant and can work with telephone to enable data to be entered via the phone. System7™ can interface with any other system ie, VR, state fiscal system, etc.

For decades, self-service has been a way to lower costs and increase productivity in retail. 365 Retail Markets is the global leader in item-level RFID retail solutions. A 365 Retail Market



unattended SmartShop™ will help you transform your business to become more efficient and profitable. Visit the 365 Micro Market in the Denver Room, 8:00 AM to 4:30 PM Monday, and 1:00 PM to 4:00 PM Tuesday afternoon.

8:50 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

**10:00 a.m. – Randolph-Sheppard Management Information System: Finding a Practical Approach**

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

**10:15 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

**10:40 a.m. – Break**

# Vending Times

**Vending Times is the largest and most influential publication in the vending industry and has more than 16,000 subscribers. It is the go-to source of information for operators engaged in supplying refreshment vending and feeding; manual and mobile food and beverage; bulk confection and novelty vending; and amusement and music services to clients on route delivery or onsite bases. Vending Times is now available on NFB-NEWSLINE®.**

[www.vendingtimes.com](http://www.vendingtimes.com)

**11:00 a.m. – Health of the Nation: Developing the Randolph-Sheppard Initiative**

Facilitator: Emily Jed, Senior Editor, VENDING TIMES

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

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

Sheree M. Edwards, Esq., Southern Regional Legislative Director, National Automatic Merchandising Association

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

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

Susan Klein, Iowa Department of Public Health

Scott Cass, Training Consultant, Colorado Business Enterprise Program

Billy Brumlow, Licensed Blind Vendor, Tennessee

Patrick Meyn, Division President, HealthVend

**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.

Nestlé is the world's leading nutrition, health and wellness company. Our mission of "Good Food, Good Life" is to provide consumers with the best tasting, most nutritious choices in a wide range of food and beverage categories and eating occasions, from morning to night.



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## 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. Many companies will have drawings for cash, gifts and products. Register at each booth. (Note: Your BLAST registration is your ticket into the trade show.)



## QUALITY OF LIFE SERVICES

**Sodexo, Inc. is a world leader in Quality of Daily Life Solutions, serving 34,300 sites in 80 countries every day. Our experiences with our more than 75 million consumers each day enable us to develop Quality of Life services that reinforce the well-being of individuals, improving their effectiveness, helping companies and organizations to improve performance, and fighting hunger... every day. Proud to support National Federation of the Blind and proud to have a number of Randolph-Sheppard partnerships.**

**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.

**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. BLAST Casino Excursion**

Buses leave promptly at 6:15 PM for Hoosier Park Racing and Casino. Tickets are \$20 to be purchased at the registration desk Monday, May 20. Each passenger will receive \$10 in casino cash! The motor coach will depart the casino precisely at 10:15 PM to return to the hotel.

**6:00 p.m. Lucas Oil Stadium Tour**

Some attendees may wish to take a walk and tour the finest football stadium in the nation, Lucas Oil Stadium. Make it a part of your Super Indy BLAST. More details can be found at the registration desk.

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

*Registration Area 2 (Next to the escalator)*

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**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**

Joe Rogan, Executive Director, RSA Buying Group, Inc.

**10:40 a.m. - Blind Vendor Bill of Rights**

Susan Rockwood-Gashel, Esq.

**10:55 a.m. – Break**

**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



**Blackstone-Consulting, Inc. (BCI) began in 1991 in full food, mess attendant and janitorial services with the Department of Defense. We are proud to have provided quality service for more than 20 years. In 1999, we began our lifelong relationship with the various state BEPs in support of the Randolph-Sheppard Act. Since then we have assisted and empowered blind vendors and state agencies to achieve the goals set out by the government.**

**Our relationship with and support of the Randolph-Sheppard Act has allowed us to create business opportunities with the states and individual vendors of Alaska, Arizona, California, Colorado, Florida, Georgia, Hawaii, Iowa, Louisiana, New Jersey, New York, Virginia, Washington D.C. and Wisconsin. Our knowledge and experience on Federal and state food service contracts has provided the necessary guidance and direction required in tendering and winning business for the states and vendors involved.**

**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

**Note: Remember that your name badge must be worn during all BLAST activities. It is your prepaid ticket which shows that you have registered.**

## **Afternoon Training Tracks**

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

*Marriott 1-5*

Ted Janusz, CEO, Janus Presentations LLC

**2:15 p.m. Vending, Nutrition and Profit: Strategies that Work**

*Marriott 7*

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

Susan Klein, Iowa Department of Public Health

**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

## **Johnson Food Services, LLC**

Johnson Food Services, LLC (“JFS”) is a limited liability company that was formed in 2002 with Donald Johnson, and American Service Contractors, LP (“ASC”) as its members. Mr. Johnson serves as President and Jim Ed Rice of ASC serves as Operations Officer. Mr. Johnson is a licensed blind vendor in the state of South Carolina under the Randolph-Sheppard program. JFS, an equal opportunity employer, provides jobs for more than 1,500 workers in Columbia, SC, and surrounding environs.



## The Hadley School for the Blind

The mission of The Hadley School for the Blind is to promote independent living through lifelong, distance education programs for individuals who

are blind or visually impaired, their families and blindness service providers. Hadley has a course for you if you are: A blind or visually impaired individual 14+ years of age; a relative of a blind or visually impaired child; a family member of a blind or visually impaired adult; or a professional in the blindness field. Hadley has also just launched a curriculum targeted to blind entrepreneurs. Contact us toll free at 800-323-4238.

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**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

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**

## **Thank you to our Host Sponsors**

**The National Federation of the Blind Jernigan Institute – Changing What it Means  
to be Blind**

**Indiana Association of Blind Merchants, a division of the National Federation of the  
Blind of Indiana – Bold Ideas for the Blind in Business**

**Southern Food Service – Supporting Quality Training at BLAST since 2002.  
Support, guidance, success – that’s Southern.**

**National Association of Blind Merchants**

**[www.blindmerchants.org](http://www.blindmerchants.org)**

**866-543-6808**