# Nevada Committee of Blind Vendors Meeting Minutes

## 3016 West Charleson Blvd. Suite 215

Thursday, January 16th, 2025

## Roll Call and Confirmation of Quorum: Ivan Delgado, NCBV Chair

Ivan Delgado, Chair

Joe Urbanek, Vice Chair

Burnetta Schlechter, Secretary

Harold Petrofsky, Southern Representative

Nels Brown, Northern Representative

## Verification of Posting: Kaye – Lani Tiafau, AA II

Kaye-Lani Tiafau confirmed that the agenda was posted in a timely and correct manner.

## First Public Comment Section: Ivan Delgado, NCBV Chair

No Public Comment.

## For Possible Action, Vote to Accept Agenda: Ivan Delgado, NCBV Chair

Ivan Delgado asked for a motion to accept the agenda.

Harold Petrofsky motioned to accept the agenda.

Nels Brown seconded it.

Motion Passed.

## Welcome and Introduction of Guests: Ivan Delgado, NCBV Chair

South: Burnetta Schlechter, Sweet Daughtery, Kaye-Lani Tiafau, Jason Birmingham, Donna Bates, Leslie Bustillo, Mikie Yamada, Jason Bustillo, Ivan Delgado, Harold Petrofsky, Shehan Peries, Marcos Hurtado

Telephone South: Regina Mitchell, Beth Perring, Dion Williams

North: Nels Brown, Richard Eberly, Janette Parish

Telephone North: Ken Pierson

## For Possible Action: Ivan Delgado, NCBV Chair

Approval of the minutes for the NCBV meeting, August 28th, 2024

Ivan Delgado asked for a motion to approve minutes.

Nells Brown motioned to approve the minutes.

Harold Petrofsky seconded the motion.

Motion Passed.

## Old Business

### BEN project and status update (discussion): Shehan Peries BEO II

Updates: Red Rock opened in October of last year. Jason Bustillo is currently running the beverage market.

South Update: the McCarran State Campus, located by the airport, is growing as more agencies move in. We’re excited to announce plans for a micro market and gift shop to open soon. This will likely take place in the next 3-6 months. The Hoover Dam Kiosk will be a site of its own going forward. The plan is to open it as a coffee shop within the next 3-6 months.

The post-road postal office will be converted to a micro market in extension of the Sunset Pro Post office. This will take place within the first or second week of February.

North Updates: The Arrowhead building transitioned from vending only to a micro-market and is scheduled to be converted to a café in the next few weeks, by the end of the month. This site will also be a new training site as well. The Brian Building will be a café opening soon.

Financial Update: Sales for the first five months, from July to November, is $4,042,000.00, reflecting a 2% increase compared to the same period last year. Median income for the same timeframe is up by approximately 8% year-over-year. As a result, the reserve stands at $3.6 million.

## New Business

### Trainee Update (discussion): Shehan Peries BEO II

Eugenio Chavez transitioned from an Interim Operator to a Licensed Operator. Donna Bates transitioned from an Interim Operator to a Licensed Operator. Regina Mitchell completed all the BEN training, and she took over the Hoover Dam Café as an Interim Operator iOctober 2024.

There are three BSBVI clients in the process of entering BEN training. They are finishing up the last bit of prerequisites with their counselors and should be in BEN training in the next 1-3 months. This puts the program at 16 operators, 15 licensed, and one interim.

Some information about operator training: Each year, we hold an annual training course for all operators, which will take place on the same day as the next NCBV meeting in April. The training will be in the morning, and we’ll wrap up the day with the meeting. It will be an all-day event.

Additionally, Sagebrush will be in town next month, from February 24th-28th. You should have received registration emails from Sagebrush by now. If you haven’t, feel free to reach out, and I’ll be happy to forward the email to you.

We also have the 2025 NAMA Show and Leadership Training May 5th-9th here in Vegas. If you haven’t received the registration details yet, just let me know, and I’ll send that information your way.

Ivan Delgado brough up the Nashville Blast Convention, asking if anyone had attended. Shehan Peries and Jason Bustillo both mentioned they had been there and shared their experiences speaking with other operators and lawyers. Ivan noted that BLAST has also attended the convention, highlighting the wealth of information available, ranging from technology to networking with other operators. He also mentioned seeing a demonstration of Meta glasses, which he had purchased. The glasses can read menus, items in the store, and even scan dollar bills.

Ivan also brought up the topic of location rotation. He mentioned hearing operators express concerns about not making enough money or making too much. He shared it’s disheartening to hear some feel they aren’t getting visitors because of their ethnicity. However, he emphasized that this mentality should be avoided, as anyone can succeed at a struggling business with the right approach. Ivan shared his own experience as an example—when he first started, he was making an average of $50 a day, and now he’s averaging $2,000 a month. The library was his second example. He pointed out that it’s located in a low-income neighborhood, but he approached it as an opportunity and ended up making an average of $400 a day while working an 80-hour week.

Additionally, Ivan brought up the discussion of discussing a way to rotate locations and finding a way to help one another.

## For Possible Action

### Second Public Comment: Ivan Delgado, NCBV Chair

Ivan Delgado thanked the operators and apologized if he had unintentionally offended anyone. He then expressed his gratitude to Dion, Joe, Marcos, Donna, Eugenio, and the rest of the operators, also taking a moment to congratulate the new operators.

### Date for Next NVBV Meeting (discussion): Ivan Delgado, NCBV Chair

Wednesday, April 16th, 10:00 AM

### Adjournment: Ivan Delgado, NCBV Chair

Ivan Delgado adjourned the meeting.

The meeting adjourned.