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DeAngela Burns-Wallace, Secretary

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MINUTES

State Use Committee Meeting held:
Thursday, April 7, 2022 @ 1:30 p.m.

Meeting Location:
GOODWILL INDUSTRIES OF KANSAS
3351 N. Webb Rd. Wichita, KS 67226

AGENDA

1. Welcome and Call to Order / Roll Call
   - *Full committee, quorum established.*
   - Opening Comments
     - **Rick Beattie**
       - *List other core items in the catalog.*
       - *Partnerships are important in expanding and improving future catalogs.*
     - **Buddy Sell**
       - *Opportunity to sell non mandatory items under the program.*
       - *Grow new vendors and bring back past vendors.*
       - *Retreat goals in the works – getting in front of legislatures, 10% increased sales.*
       - *Natalie set up an opportunity to present to both commerce committees. Already seeing the impact and more engagement from vendors.*
       - *Natalie: SUL is a great committee to help in the work force and provides potential for growth with the workforce shortages. Helpful to both the state and our partners.*

2. Approval of February 2022 Minutes – **Rick**
   - *Motion to approve minutes – approved, no objections.*

3. Old Business
   - Continue Discussion on Catalog Items & Other Products/Services Available – **Rick**
     - *Shelby: request for flexibility on core competencies for this year.*
     - *Core competencies to become keyword searches.*
     - *Pricing is going to be tough, a lot of fluctuating.*
   - Red Catapult – Doug Suchy stepping down.
     - Replacement Update? **Natalie / SUL Vendors**
       - *Envision and USD 259 options discussed*
       - *USD 259 is the likely option based on discussion*

4. New/Continuing Business:
   - Review of annual SUL Presentation to the State Legislators – **Buddy & Natalie**
     - *Very positive interaction*
     - *Strong encouragement to legislative body to use SUL Catalog items*
     - *Discussion on future sales goals*
     - *Questions for audience regarding past sales*

5. Discussion on proposed calendar to present in-person to Kansas legislature – *Natalie*
   - *To be continued*

6. Review SUL Vendor packet, for updates and/or recommended modifications
     - *Historically, members tried to use SUL to gain an advantage, so packet was developed to clearly state terms*
     - *Helps keep vendors compliant with SUL requirements*
     - *By stating qualifications in packet, committee was prevented from "filibuster" of potential new vendors*
     - *What is the period for updating the packet?*
     - *Any changes to packet will be up to the committee, but agreed it serves its purpose.*

- Review State-Use sales for calendar year 2021 (with 10% growth goal for CY2022) – **Buddy**
  - *Question of adding more vendors.*
  - *Buddy and Shelby will follow up on questions about adding potential vendors*
  - *Suggestion to use SOK Fiscal Year for sales data.*
  - *Motion (Norm) and seconded to report quarterly on sales after first quarter* (beginning July 1, 2022). Goal will be 10% growth over FY2022.

7. Other Business
   - *Question from Buddy on access to State Use Staples Vendor Portal for committee members*

8. Stakeholder Feedback
   - *Nothing to report*

9. Adjournment
   - *Approved*