

## EXECUTIVE VICE PRESIDENT REPORT

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So other than the change in government we seem to be starting the year on a bad note. The closure of the CFS office in Seattle is obviously very impactful to all those folks that work there over 200 in all. It is going to be very difficult for everyone during this transition time. Frankly I wish we had some way to fix this but I do not see it at this point in time. Not to make light of it but also simply the huge numbers of company's within the state and the numbers of folks who are being laid off are tremendous. It is going to be difficult for all of us. How safe are any of us? Another question that seems impossible to answer. Recently a VP in mass markets was asked about the use of vendors (contractors) and while he said he doubted the use would increase he continued to say lets face it they are cheap labor. So that pretty much sums it up, Cheap labor.

Regarding the closure of this office members have an opportunity to follow their work to different states but at the same time there is an ongoing Job content review for that title. So if these folks choose to follow their work depending on the review the company could be proposing significant wage reductions to the tune of somewhere between \$5.00 to \$10.00 an hour then folks are currently making shortly after arriving to the new location. We will not know the outcome of the review or what the company is proposing till the end of March at best. By then most of the folks will have had to make a decision to move by then. It would be nice if the company would be able to solve that issue before announcing the closure because to me it really seems that folks are put in a very difficult decision and making blind decisions if truly they will not know their wages or job functions.

The company also wants to add a sales component to the collection side of the house. Frankly, it seems to me pretty difficult to sell a product when the reason you are talking with the customer in the first place is because they are having difficulty in paying the bill in the first place. But I don't run the business...

Most of the new executive board spent several days in training. It was rather intensive and long but very informative for all.