

My remarks regarding questions about the Vote by Mail processing and the challenges the Vendors and the Local Boards of Elections face. I have included one successful solution Secretary of State Frank LaRose put in place for this and all elections in the future.

Challenges faces by Vendors in the Vote by Mail process.

In my opinion and from past experience working with Counties in Ohio, Pennsylvania, Tennessee, and Indiana, the challenges faced by VBM Vendors are simple and solvable.

1st challenge we find is the inconsistency in contract requirements from the Boards of Election

2nd is the quality and timeliness of the deliverables to the vendor from the BOE. i.e., data, ballot images, and any mailing supplies they provide

3rd the time line allotted to the Vendor to complete the VBM processing and deliver to the Postal Service is inconsistent and can vary by County.

All three of these challenges can be and should be addressed to create a standardized process across all County's in the Commonwealth of Pennsylvania and in all other States who provide a vote by mail option in my opinion.

As an example of what Ohio's Secretary of State Frank LaRose's office has put together, it published a "best practices" document for every county in order to standardize the contract processing requirements for Vote by Mail when utilizing a vendor. This is new for Ohio starting in our current Primary here in Ohio.

From a vendor's perspective, we like it. It makes our job so much easier and sets fair expectations for both the Vendor and the County, while adding clarity to the responsibilities of both the Vendor and the County board of elections.

In regards to our experience with the Counties in Pennsylvania during the Presidential election. I can't say enough about the cooperation, communication and hard work the local Boards put into the election.

Thank you for the opportunity to present my thoughts on this very important matter.

Best Regards,

Richard Gebbie

CEO

Midwest Direct

Biography: Richard T. Gebbie

Richard co-founded Midwest Presort Mailing Services, Inc. in 1982 and is now Chief Executive Officer. Rich has led the technical, logistical and digital innovation efforts internally and consistently strives to elevate the entire industry to learn and adapt modernization techniques. Throughout his career, Rich has held positions of increasing responsibility in sales, production and executive management. He has managed operations with multi-million dollar budgets, in multiple states and is currently CEO of Midwest Direct, one of the largest mailing service providers in Ohio.

A well-respected leader and expert in all things mail related, Rich has served as President of the National Association of Presort Mailers (NAPM) and has been an active member for over thirty years. He has been an active Member of Idealliance for more than fifteen years. He is a past member of the United States Postal Service Mailers Technical Advisory Committee (MTAC), past co-chair of the Cleveland Postal Customer Council and has been an active member for 35 years, one of the boards of directors for fundraising of the City Mission in Cleveland Ohio.