

Minutes
Board of Directors Meeting

Association of Small Business Development Centers (ASBDC)
February 26, 2008
By Conference Call

Board Members Participating: Jody Keenan (Chair); Don Wilson; Georgianna Parkin (Vice Chair); Jerry Cartwright (Secretary); Mike Myhre (Treasurer); Bill Carter; Becky Naugle; Al Salgado; Debbie Trujillo; Mary Lynn Wilkerson.

Others Participating: Pat Geho; Jim King; Gayle Kugler; Sienna Mavema (Michigan SBTDC); Lyle Wright; Dan O'Grady.

Call to Order: The meeting was called to order by Chair Keenan at 3:00 p.m. (Eastern Standard Time) on Tuesday, February 26, 2008.

Approval of Minutes: Bill Carter moved that the minutes of the Board meeting held in San Antonio, Texas, on January 9-11, 2008, be approved. The motion was seconded by Debbie Trujillo and passed by voice vote. Bill Carter moved that the minutes of the Board meeting by conference call on January 28, 2008, be approved. The motion was seconded by Mike Myhre and passed by voice vote.

Treasurer's Report: Treasurer Mike Myhre reviewed a report on the details of the Association's finances. Treasurer Myhre prepared the report to inform the membership of the details of the Association's finances. Treasurer Myhre and Don Wilson stated that they planned to meet by phone to review the report in detail before it is presented to the membership at the Spring Business Meeting. Treasurer Myhre also reviewed the Association's financial statements for January, and reported that the financial position of the Association is sound.

President's Report:

Audit for 2007: Don Wilson stated that the Association's accounting firm is conducting the Association's annual audit, for the year ended December 31, 2007. He stated that he expects the auditor's report to be available at the Spring Business Meeting.

Annual Conference Update: Don Wilson stated that Association staff will be returning to Chicago in the coming weeks for follow-up meetings regarding contracts that have not yet been completed.

Funding for New Energy and Veterans Competitive Grant Programs: Don Wilson stated that he had received a call from a Congressional office, informing him that SBA had made inquiries in Congress about funding for the newly enacted energy and veterans competitive SBDC grant programs. The Congressional office stated that it had informed SBA that funding for the new energy and veterans grant programs should not come out of appropriations allocated to the SBDC network under Section 21 of the Small Business

Act. However, the Congressional office also stated that it believed there may be some support in Congress for funding the new veterans program out of appropriations allocated to the SBDC network under Section 21.

Don Wilson noted that funding for the new veterans competitive grant program was potentially a significant sum. He stated that funding the new competitive grant program out of Section 21 appropriations could have a significant impact on the nationwide SBDC network, and it could set an unfavorable precedent, given the numerous new competitive SBDC grant programs that are being considered in Congress. Jim King stated that House Small Business Committee staff had informed him that they do not support funding the new veterans program out of appropriations allocated to the SBDC network under Section 21. Don Wilson stated that he will ask House and Senate committee staff to consult with each other on this issue, and he will again inquire at SBA about the agency's plans with regards to funding the new competitive grant programs.

SBA Update: Chair Keenan stated that Don Wilson and she met with Antonio Doss and Jean Smith, and they discussed the following issues.

New Energy and Veterans Grant Programs: At their meeting, Chair Keenan, Don Wilson, Antonio Doss and Jean Smith discussed funding for the new energy and veterans grant programs. In particular, the question was discussed as to whether funding for the new competitive grant programs would come from the SBDC appropriation under Section 21 of the Small Business Act.

2008 Funding Allocations: Chair Keenan stated that final funding allocations are being delayed until the SBA completes its analysis of the FY 2008 Appropriations Act. She stated that Don Wilson and she urged Mr. Doss and Ms. Smith to determine the final funding allocations as promptly as possible, given that the fiscal year is in its fifth month.

EDMIS: Chair Keenan stated that SBA is putting together a list of EDMIS terms and definitions, to help resolve various issues surrounding the accuracy and use of EDMIS data.

Program Announcement: Chair Keenan noted that SBA has not yet sent the 2008 Program Announcement to the ASBDC.

Counselor Certification: Chair Keenan stated that SBA is interested in including counselor certification provisions in the Program Announcement. Chair Keenan and Don Wilson informed Mr. Doss and Ms. Smith that the Association is already working on counselor certification, and they asked that the Program Announcement not include any provisions that would hamper the Association's efforts to develop a counselor certification program.

Funding for Accreditation: Chair Keenan stated that Mr. Doss and Ms. Smith are supportive of the Association's request for additional accreditation funding. However, it has not yet been determined if such funding can be made available.

New Regulations: Don Wilson stated that SBA plans to publish proposed new SBDC regulations by the end of March. SBA has committed to consulting with the ASBDC before the proposed new regulations are published.

SBA Trade Symposia: Chair Keenan stated that Don Wilson and she met with SBA trade staff, to discuss ASBDC participation in SBA trade symposia that are planned in four cities. Don Wilson stated that ASBDC has signed a formal co-sponsorship agreement with SBA and the U.S. Department of Commerce to support the trade symposia. Don Wilson thanked Jerry Cartwright for the Florida SBDC's participation in the first trade symposium, which will take place in Florida. Chair Keenan stated that she will meet with an interagency group of Federal agencies that are interested in trade, to discuss with them the SBDC network's activities in international trade.

Spring Business Meeting: Chair Keenan reviewed the preparations for the Association's Spring Business Meeting. She stated that the focus of the meeting will be on the Association's legislative agenda and Congressional visits. Chair Keenan thanked Georgianna Parkin (Chair of the Legislative Policy Advisory Committee) and the members of the Committee for their work in preparation for the Spring Meeting.

Georgianna Parkin stated that the Committee has developed materials for the Spring Meeting, based on a survey of all state directors. She stated that members of the Committee have spoken with staff of key Members of Congress to obtain their views. The Committee plans to send a white paper and a meeting agenda to state directors before the Spring Business Meeting. The Committee has also sent the ASBDC tri-fold brochure to members by e-mail. Staff members from key Congressional offices have been invited to speak at the Spring Business Meeting. In addition, a summary of legislation related to the SBDC network will be available at the Spring Meeting.

Chair Keenan stated that she has received several committee and taskforce reports for the Spring Meeting. She asked Board members to reach out to their assigned committees and interest sections (including the Accreditation and Operations committees and all interest sections) to ask them to submit their reports.

Earmark and Concerns about SBDC Core Funding: Mary Lynn Wilkerson inquired about, and the Board discussed, the concerns expressed at the Fall Business Meeting regarding a member's request for an earmark of SBDC funding. Mary Lynn Wilkerson also inquired about, and the Board discussed, the concerns expressed by the member seeking the earmark, regarding the impact of new, competitive SBDC grant programs on core SBDC funding.

Emerging 200: Jerry Cartwright inquired about, and the Board discussed, an SBA initiative called the Emerging 200, a program to support 200 emerging small businesses in underserved areas.

Adjournment: Al Salgado moved that the meeting adjourn. The motion was seconded by Georgianna Parkin and passed by voice vote. The meeting adjourned at 4:30 p.m. (EST), on Tuesday, February 26, 2008.

Next Meetings of the Board:

Regular meetings of the Board are held by conference call on the fourth Tuesday of each month, at 3:00 p.m. (Eastern Standard Time), with the following exceptions:

- The Board will meet in Arlington, Virginia on Sunday, March 2, preceding the Association's annual Spring Meeting.
- The Board will meet in June, possibly in the Washington, DC area.