

Minutes

Board of Directors Meeting

Association of Small Business Development Centers (ASBDC)
February 25, 2009
By Conference Call

Board Members Participating: Jerry Cartwright (Chair); Don Wilson; Georgianna Parkin (Vice Chair); Rich Werner (Secretary); Mike Myhre (Treasurer); Alan Adams; Jody Keenan; Jim King; Al Salgado; Debbie Trujillo; Mary Lynn Wilkerson.

Others Participating: Patrick Geho; Brenda Hopper; Marc King; Albert Laabs; Sienna Mavima; Becky Naugle; Greg Panichello; Dan Ripke; Henry Turner; Dan O'Grady.

Call to Order: The meeting was called to order by Vice Chair Georgianna Parkin (pending the arrival of Chairman Cartwright who was traveling) at 3:00 p.m. on Wednesday, February 25, 2009.

Approval of Minutes: Board Secretary Rich Werner presented the draft minutes of the Board meeting that was held on January 13 and 14, 2009, in Arlington, Virginia. Jody Keenan asked that the minutes be amended to clarify the remarks by Mike Young regarding fees and counseling services. Jim King moved that the minutes be approved, with the amendment suggested by Jody Keenan. The motion was seconded by Mary Lynn Wilkerson and passed by voice vote.

Financial Report: Treasurer Mike Myhre reviewed the Association's financial statements through 2008 and reported that the financial position of the Association is sound.

President's Report: Don Wilson updated the Board on preparations for the Association's Annual Spring Meeting. He noted that the hotel at which the Spring Meeting will be held is located just a few yards from a subway station in Virginia, giving meeting attendees easy access to Washington, DC. He reviewed the schedule for the meeting, noting that the Board meeting will be held on Monday, March 2; the New Directors training will be held on Monday afternoon; the Business Meeting will be held on Tuesday; Hill visits can be made on Wednesday and Thursday; and accreditation training will be held on Friday.

Legislative Update: Don Wilson updated the Board on legislation in Congress. He noted that the recently-enacted economic stimulus legislation included some provisions for small businesses, but no funding for management and technical assistance programs (SBDCs, SCORE and Women's Centers). He stated that Senators Landrieu and Snowe had introduced an amendment to provide funding for management and technical assistance programs, but the amendment was not made a part of the final bill.

Don Wilson stated that the Omnibus Appropriations bill for FY 2009, as introduced, would provide \$110 million for the SBDC network. Of that funding, \$1 million would be set aside for SBDC energy grants and \$1 million would be set aside for SBDC veterans programs grants.

Legislative Advisory Committee Update: Jim King stated that the Legislative Advisory Committee had sent a legislative agenda and talking points to the membership, based on the survey of the membership that was conducted by the Committee. He stated that the Committee will make a presentation to the membership during the Spring Business Meeting, and new state directors will be given the chance to pair up with experienced state directors for Hill visits.

Strategic Plan Update: Chairman Cartwright stated that he received the final strategic plan from Marc King and Dan Parks the previous evening, and the plan will be sent to the membership via e-mail.

Al Salgado stated that the action matrix has 14 strategies that need to be filled out. He suggested that leads be assigned to each of these strategies during the Board's next meeting.

Marc King reported that the draft Strategic Plan had been modified slightly in response to comments from the membership, specifically adding language regarding the process of de-accreditation in cases where programs cannot function for lack of funding. He stated that Dan Parks and he will present an overview of the Strategic Plan to the membership during the Spring Business Meeting.

Personnel Committee Update: Vice Chair Parkin updated the Board on the work of the Personnel Committee. She stated that the Committee had written a job description for a new CEO and an advertisement requesting applications for the position. She stated that the advertisement had been shared with the membership and sent to various organizations and publications. She stated that the Committee had received 30 applications thus far. She stated that the Committee's goal is to select a list of finalists by June and select a new CEO by July.

Fees for Services: Chairman Cartwright stated that he reviewed a background paper prepared by Christian Conroy on the history of the fee for service issue. Chairman Cartwright stated that he will draft a policy position on the fee for service issue, based on the policy positions of the Association in previous years, for review by the Board and the membership.

Liaison Reports:

Vice Chair Parkin stated that the Core Competencies Task Force and the International Trade Interest Section are moving ahead with their work.

Chairman Cartwright stated that Don Wilson and he spoke with Antonio Doss of the SBA Office of SBDCs, and it appeared that SBA was beginning to appreciate that core competencies professional development is more important than a certification program, for the development of SBDC counselors' ability to serve small business clients. Chairman Cartwright and Don Wilson informed Antonio Doss that the Association does not support the use of unobligated funding for certification.

Don Wilson stated that SBA is considering the use of some unobligated funding to assist states that have lost DETA funding.

Don Wilson stated that the SBA Office of SBDCs is looking at encouraging SBA press officers to do more to inform local media about the value of the SBDC network, especially in states where match funding is a concern.

Al Salgado suggested that the Board discuss with Antonio Doss at the next Board meeting the need to change the SBA's thinking with regard to the use of unobligated funding in small amounts for training in areas such as international trade and accreditation.

Resignation of Board Secretary Rich Werner: Rich Werner informed the Board that he is resigning from his position in the Colorado SBDC effective March 9, and as such he will no longer be able to serve as ASBDC Board Secretary or as a member of the Board. He stated that he will attend the Board meeting on March 2. Don Wilson stated that he has asked legal counsel for an opinion regarding the ASBDC Bylaws provisions regarding the replacement of the Associate State Directors' Working Group representative on the Board.

Adjournment: Al Salgado moved that the meeting adjourn. The motion was seconded by Rich Werner and passed by voice vote. The meeting adjourned at 4:45 p.m. on Wednesday, February 25, 2009.

Next Meetings of the Board:

Regular meetings of the Board are held by conference call on the fourth Tuesday of each month, at 2:30 p.m. (Eastern Time), with the following exceptions:

- March 1, 2009 (Sunday, preceding the Spring Meeting)
- June 9-10, 2009 (Tuesday and Wednesday)
- September 13, 2009 (Sunday, preceding the Fall Conference in Orlando)
- October 13-14, 2009 (Tuesday and Wednesday)