

**Spring Membership Meeting
Minutes
L'Enfant Plaza Hotel, SW
Washington, DC
March 2, 2010**

Call to Order: The meeting was called to order by Chairman Jerry Cartwright at 8:35 am (Eastern Standard Time) on March 2, 2010. Chairman Cartwright welcomed the membership and provided a brief Spring Meeting update and a review of the agenda.

Roll Call: Board Secretary Al Salgado conducted roll call of the membership and a quorum was present. All proxies were duly noted.

Approval of Minutes: Secretary Salgado presented the draft minutes of the membership meeting held on September 14, 2009 at the Rosen Shingle Creek Resort, Orlando Florida.

Motion: Hank Turner moved to approve the minutes with one edit as explained by Past Secretary Debbie Trujillo; that being the call to order time was noted as pm and should be edited to read am.

Seconded: By Casey Jeszenka

Passed by voice vote

President's Report: Tee Rowe stated that the Association is sound and financially strong and that the Association legislatively is in the best position ever with the president's budget citing funding levels of \$113 million. Meeting with Karen Mills are positive and looking for a positive relationship in the future. The recent membership survey provided very positive feedback regarding membership satisfaction. Tee pointed out that the Accreditation process was cited by the members as very positive and continues to move the association into the future. The SBDCNet was also cited as a very helpful tool by the membership. Tee emphasized that the survey did indicate various points of concern regarding membership dues and a full discussion by the membership should take place.

Treasurer's Report: Treasurer Mike Young presented the Association's financial condition and cited the strong investment portfolio managed by Ted Berry, Morgan Stanley, and Smith Barney. Mike encouraged the membership to view the full report on the Association's web-site.

Membership Survey Report: Marc King provided a power-point presentation citing the results of the recent membership meeting. The full report will be posted on the Association's web-site.

Strategic Plan-Action Matrix: Al Salgado provided a current status of the Association's Strategic Plan. The Action Matrix is tracking well and all action items are current and on target. The Action Plan Matrix will be posted on the Association's web-site.

Legislative Committee: Jim King presented the Association's Legislative position and printed material for use by membership during hill visits. Jim also included interactive training on how to dialogue with congressional members regarding funding and the Association's legislative position.

SBA Report: Antonio Doss introduced the OSBDC staff present. Antonio provided updates on projects and issues that OSBDC is currently undertaking with the Board of Directors. Below are the projects:

- **“What’s Working Call”** between SBA and members working well with very good best practices cited and presented.
- **Operations Committee and SBA:** Working on Fee for Service definitions perhaps included in the Program Announcement. Mark Petrilli, Chair of the Operations Committee currently with Antonio regarding SBA/SBDC regulation, program announcement and goals. Antonio confirmed that the extended engagement goal category will be stricken from the PA and will no longer be a goal.
- **SBA National Impact Study:** Mike Myhre and group will work with Antonio to define and resolve the dual/duplicative impact surveys currently conducted by both the Association and the SBA.
- **Supplemental Funding:** Will continue to provide the Association with information regarding timing and deployment of supplemental funding.
- **Low Foundation:** Reported on meetings with the Lowe Foundation and their perception of second-stage companies and their perception of SBDC services.
- **Project Officer Training:** The SBA/SBDC Project Officers were trained recently at SBA University. Antonio described changes to the annual site visits and the check list used. Antonio took note regarding some concerns in the checklist and will adjust and/or discuss with appropriate SBA leaders.
- **ERIC:** Ann Bradbury described the role of the SBA and SBDCs within the FOA (Energy Regional Innovation Center) and the details regarding proposals and submission.

Adjourn: Chairman Cartwright gave a brief report on the up-coming the National ASBDC Conference in San Antonio. A motion to adjourn was made and seconded and passed with a voice vote.