

ASBDC

Board of Directors Meeting

By Conference Call

Minutes

July 12, 2010

Board Members Present: Jim King, Mike Young, Mary Lynn Wilkerson, Marc King, Allan Adams, Brett Rogers, Jerry Cartwright, Georgianna Parkin, Mike Myhre and Al Salgado.

Guests: None

Meeting called to Order: The meeting called to order by Chairman Jerry Cartwright at 11:05 (EST) with a review of the day's agenda and thanking everyone on the call.

Approval of the Minutes: Motion made by Mike Young to approve the minutes with several corrections and seconded by Brett Rogers and passed with voice vote.

Treasurer's Report: Mike Young reported normal and occurring expenses to date with some incoming revenue from conference registration and sponsors. Also noted conference expenses recorded for conference planner, travel and other related costs. Tee noted that conference registration is 72% ahead of last year's conference budget; sponsorship and exhibit revenue are slower.

Legislative Update: Tee provided the following report:

1. **Financial Reform and Jobs Bill:** The Jobs Bill contains provisions for SBDC funding of \$50M for the National SBDC program. The bill is still in the Senate awaiting passage to the House for amendments and eventual President's signature.
2. **SBDC 2011 Appropriations:** The budget process still stalled and may end up with Continuing Resolution and potential of an Omnibus bill passage.
3. **Supplemental Funding:** The latest information from OSBDC regarding supplemental funding requires a formula distribution of funds. The Gulf States will be funded for the Deep Water Offshore Oil Spill. The amount of funding for each state will be determined by ability to match funds. The balance of the supplemental fund remains to be determined by OSBDC and will be distributed before the end of the fiscal year. A survey

of all members revealed that 48 states were able to provide matching funds, 43 states up to \$100K, and 12 states not able to match.

4. **OSBDC/SBA District Project Officers Reviews:** Tee and Jerry have met with Antonio Doss regarding reviews and appears that all of ASBDC's concerns have been considered and integrated into SBA training of Project Officers.

Action Matrix: The Action Matrix was reviewed with the following action items required:

1. The ASBDC dues proposal will be presented to the membership meeting for approval and with a 60-day notice for action.
2. Tee, Jerry and Mark Petrilli continue to follow-up with OSBDC regarding Supplemental funding, goals, and operations committee standing issues.
3. The Personnel Committee review CEO evaluation process and upcoming contract renewal.
4. Present the Fees-for-Service discussion to members at the September membership meeting.

Marketing Proposal :(Strategy 4.4). Tee presented a marketing proposal by Bonnie Friedman Strategic Communications, LLC. The Board decided to refer the proposal to the Marketing Committee for review. The Board concluded that many elements of the proposal were currently being done and planned. No action was taken.

Nominating Committee Report: Georgianna reported that the nomination slate consisted of 4 members and will attempt to solicit interest.

Palo Alto Software Proposal: Tee presented Palo Alto's offer to enter into a Partnership/Endorsement agreement to sell and deliver on-line training for small businesses with a 2% revenue sharing aspect to the ASBDC. The on-line product will be demonstrated on July 20th at 1:00 PM (EST). No action taken by the Board.

Motion to Adjourn: At 12:25 (EST) a motion to temporarily adjourn the Board meeting and call for executive session was made by Brett Rogers and seconded by Mary Lynn Wilkerson, passed by voice vote. A proxy was e-mailed by Jim King for voting purposes and duly recorded.

Executive Session called to order by Chairman Jerry Cartwright: All members present with Jim King certifying proxy notice and Mike Myhre not present.

Discussion: ASBDC President's Performance evaluation and contract renewal.

Motion to Adjourn Executive Session: Made by Brett Rogers and Seconded by Marc King, passed by voice vote.

Meeting called to Order: Meeting called to order by Chairman Jerry Cartwright at 1:50 PM (EST)

Motion: A motion was made to create the following:

Compensation Sub-Committee: The Board discussed forming a Compensation Sub-Committee under the Personnel Committee comprised of the following members:

1. Chair-person of the Personnel Committee
2. Current member of the Personnel Committee
3. Non-Board member- an ASBDC member
4. Treasurer
5. Past Board Chair

Motion made by Marc King, seconded by Mary Lynn Wilkerson, passed by voice vote.

Motion to adjourn: Motion was made by Allan Adams and seconded by Brett Rogers, passed by voice vote at 1:53.

Meeting adjourned