

Meeting Minutes
ASBDC Board of Directors
Conference Call
December 13, 2010

Meeting called to order by Chairman Salgado at 11 AM Eastern Daylight Time.

Board Members present - Chairman Salgado; CEO Tee Rowe, Jerry Cartwright; Jim King; Mike Young; Georgianna Parkin; Gayle Kugler; Allen Adams and Marc King.

Board Member(s) absent – Brett Rogers

ASBDC Members on the call – Jim Heckman; Carol Lopucki.

Chairman Salgado reviewed the agenda and asked for any revisions and/or additions.

Minutes – reviewed and moved for approval by Gayle Kugler, seconded by Marc King. Motion approved.

Treasurers Report – Full financial were not available for the call but will be in place for the in-person meeting scheduled for January in D.C. Bills have been paid for the fall professional development conference and that there was one outstanding. Net income was approximately \$427,000 but should be over \$400,000 in final analysis.

Chairman's Report - Chairman Salgado indicated that both he and CEO Tee Rowe had independent OSBDC discussions on the Jobs Bill with only two (2) SBDC proposals having been submitted at that point in time. It was expect that the majority of proposal from the membership would hit prior to the holiday breaks. Additionally, the Project Officer Checklist and draft 641 was discussed. Some concern was voiced over not seeing the draft 641 even though it is to be cleaner. Some "elements" were to be changed by OSBDC due to the Jobs Bill tracking requirements. The Project Officer Checklist still contains random calls to SBDC clients and the Board voiced concern on the legality of Project Officers asking questions of SBDC clients. CEO Tee Rowe indicated that the questions are ad hoc and considered as soft questions; examples presented were "received assistance?", "How many hours?" and, asking for "comments". The issue of the Chrisman versus the SBA Client Survey was briefly mentioned in this questioning context and Tee indicated that feedback was necessary with ASBDC concerns, but that was previously sent directly to Antonio Doss. No action item was identified.

President's Report – Tee Rowe indicated that he would have a full budget for the ASBDC to present to for consideration at the January in-person meeting. The Chrisman Report needs some discussion and finalization on uses of an electronic methodology. There have not been good experiences with Constant Contact with this method. Possible test cases could be accomplished with either of the two national MIS vendors, Soft Share or CenterEX.

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A new Government Relations person has been hired on a part-time basis in the ASBDC Office to facilitate Tee's activity for 2011. Laurie Rains is the new employee and the Board will meet her at the January meeting.

Accreditation Update – Mike Young asked the Board to ratify an appointment of Marc Delisle to the Committee. Motion by Gayle Kugler, seconded by Allan Adams. Motion passed. The new accreditation members are: Gayle Kugler, Bob Judevine, Laura Fine, Mark Langford, Janice Washington, and Mark Delisle,

Legislative Update – CEO Tee Rowe discussed the issue of the Omnibus Appropriations bill not passing in the last Congressional Session and indicated the probability of static funding for the national program. At the time of the call, the House had moved for a yearlong Continuing Resolution, which carried language for the program at \$110 million.

Chairman Salgado asked whether or not there were any action items for the Board to respond to. Being none, Al indicated that committee assignments had been sent out to the Board and that Chairs were asked to review and realign their charge to be in sync with the Association's Strategic Plan.

Operations Committee Update – Jim King provided an update, as Chair Mark Petrilli was not available for the call. The Committee had identified some 22 concerns and conceptual concerns with definitions within the Jobs Bill. This includes the export program that has issues with reporting. A specific question and concern was mentioned by Jim with regard to the calling of an audit of program impact within six months. This will need some further clarification. A small group has been identified to represent the Operation Committee on the Jobs Bill definitions and reporting issues. It is intended to have satisfaction on all issues by the March Association meeting. The members are Carol Lopucki, Shenni Weber, Allan Adams, Mark Petrilli, Jim King, Jim Hogge, Liz Klimbeck and Christian Conroy.

Chairman Salgado voiced the need for a longer term look at the economic impact study of programs in the Jobs Bill rather than a "quilt-patch" process that's underway by OSBDC, with reporting, definitions, surveys, etc. CEO Tee Rowe indicated that Congress would review the process as positive and that SBA would not want to give up their internal process.

Strategic Planning Update – Marc King indicated that the membership survey was ready to launch with approximately 14-15 questions and that an agenda was being developed to present the results as compared to last years for the January Board meeting. Dan Parks and Bion Schulken will facilitate the Board's planning.

Old Business –

NASBITE – discussion by Tee of this certification training that could meet the requirements in the Jobs Bill. Costs are significant; \$55,000 for 19 individuals to take the exam. Mike Young suggested perhaps expanding the reach of this certification across all programs while also looking at the cost structure. No action identified to be taken.

VBOC's and use of Web Cats – CEO Tee Rowe is to have a follow up conversation with Bill Elmore on this issue.

New Business –

E3 initiative was mentioned by arc King as being rolled out in North Carolina. Concern was voiced over calls to the SBDC professionals by the E3 program personnel asking planning, coordination and counseling assistance without any direct linkage to the SBTDC program. Gayle Kugler voiced the same concern for Wisconsin. Others are getting the funding but SBDC's are being asked to do the work either direct calls or by referral.

Board Conflict of Interest Forms – CEO Tee Rowe reminded Board Members to sign and send a copy of the form to him.

A motion to adjourn was entertained by Chairman Salgado. Moved by Mike Young and seconded by Allan Adams. Meeting was adjourned at 12:54 Eastern Daylight Time.