

**ASBDC Board call
February 14, 2011**

Call started at 4:06 pm EST

Present: Al Salgado, Jim King, Mike Young, Georgianna Parkin, Brett Rogers, Allan Adams, Gaye Kugler, Mary Lynn Wilkerson, Marc King, Tee Rowe

Guests: Jim Heckmann, Mark Petrilli, Dan Parks, Barry Phillips

Minutes from January were presented, no comments. Mike Young moved their approval, Allan Adams seconded. At 4:09 they were approved by voice vote.

Tee Rowe then delivered the President's update. He updated the Board on the progress of the ASBDC's work with Chemonics on the pending El Salvador proposal. He then addressed the 2012 SBA budget which had just been released. He spoke about the \$103 million program level and the apparent cut of roughly \$10 million.

The Board then discussed the potential effects of such a reduction.

Mike Young stated that it was important that Congress be made aware of the effects that the sub grants have on overall funding.

Al Salgado pointed out that rolling in DETA and other sub grants would clearly change the nature of the cut by half.

Mike Young pointed out that ASBDC needs to stress the duplication of effort that is occurring and the need for administrative reductions rather than program levels.

The Board then discussed the pending Continuing Resolution on federal funding. Tee Rowe expressed the belief that a shutdown would not occur and that the Republican 2 week extension would be accepted, even with its proposed \$4 billion in cuts. He also stated that the House version of the Continuing Resolution was favorable as it did not cut SBDCs but rather placed the burden on administrative expenses at SBA.

Mike Young then delivered the Accreditation Report.

He stated that several SBDCs have conditions and many are related to leadership weakness. He stated that such issues reflect a lack of engagement by host institutions who fail to devote effort to succession planning for their SBDCs.

The next Accreditation meeting will be on Sunday March 6 and he anticipated a great deal of discussion of the succession planning issue.

Mike then discussed the changes to the Accreditation standards and hoped to issue them to the members prior to the member meeting in order to allow a good discussion.

The Board next heard from Dan Parks regarding the strategic planning report and presentation.

Discussion focused on Goal 5 specifically.

Everyone commented on the value of the "capsule" in summarizing the effort.

Discussion then moved to the posting/distribution of the materials. Dan expressed the belief that as much openness and discussion as possible was best. Al Salgado and Tee Rowe seconded that opinion and the board members agreed.

Discussion then moved to some of the plan's specifics. Allan Adams questioned whether some of the goal language was blending the mission the Association and the SBDCs. Jim King agreed and expressed belief that it should more clearly state that the mission of ASBDC is to advocate on behalf of SBDCs. The SBDC network is focused on promoting SBDCs in order to assist the clients, the small businesses. Gayle Kugler also stated that it was important that the paper state that ASBDC "serves" the network. Dan said he would adopt changes and restate.

Discussion then moved to the implementation of the Small Business Jobs Act. Tee Rowe reported that several more NOAs had gone out but no other changes had been implemented.

Jim King and Mark Petrilli then discussed their work on the changes to the definitions in client data. Jim King hoped that these changes would enable SBA and ASBDC to better aggregate and use client impact data. There is a clear need to distinguish SBDCs and their work by using client based reporting, a standard no other program has. Next step, Mark will present the updates and changes at the ASBDC Member meeting. Mark commented that OSBDC is very pleased with the work and progress we have made. MaryLynn Wilkerson then moved that the proposed changes be presented to OSBDC, the motion was seconded and passed by voice vote at 5:30 pm EST

Mark Petrilli then discussed the efforts on EDMIS and discussed the team to work with SBA and its contractor. He proposed two teams – a technical team consisting of Gregg Panichello, Mark Petrilli and Mike Myhre and a management team consisting of Jim King, Al Salgado, Gregg Panichello, Mike Myhre and Tee Rowe.

The Board also discussed the need for ASBDC to have an independent system to collect and aggregate data as well.

The Board then discussed the agenda for the Spring ASBDC Member meeting. Tee Rowe presented a draft agenda. It was agreed to begin at 8.30 am and start with Larry Kelley's presentation on branding. The "Definitions" would need 30 minutes and accreditation updates likewise. Strategic planning was anticipated to require about 45 minutes.

The Board then considered the request to have the Kaufmann Foundation address the next Board meeting. Allan Adams expressed a question as to whether it was a presentation from the Kaufmann Foundation regarding its efforts or a presentation on NexLevel FastTrak. Tee Rowe agreed that if it was FastTrak related it was more appropriate that it go through the ASBDC. Tee Rowe agreed to contact the Kaufmann staff and discuss prior to any presentation.

Gayle Kugler made a motion to adjourn which was seconded by Jerry Cartwright. The motion was passed unanimously at 5:50pm EST.