

**ASBDC Board of Directors
March 7, 2011 Meeting
L'Enfant Plaza Hotel
Washington, DC**

Minutes

Meeting called to order by Chairman Salgado at 8:45 AM Eastern time.

Board Members present: Chairman Salgado; CEO Tee Rowe; Jim King; Brett Rogers; Georgianna Parkin; Gayle Kugler; Allan Adams; Mike Young and Mary Lynn Wilkerson.

Board Members absent: Jerry Cartwright and Marc King.

Other Association staff present for the meeting included Donna Ettenson and Laurie Rains.

Additional attendees included: Doug Gurley (MS), Greg Panichello (KS), Don Wilson (DC), Darrell Brown (DC), Kristina Oliver (WV), Jamie Frakes (TN), Christian Conroy (PA), Karen Shauri (OH), Beth Melnik (GA), Ellen Nystrom (IA), Krystal Wambold (WI), Carol Lopucki (MI), Bon Wikenheiser (ND), Jim Heckman (IA), Rod Hollenstine (IL), Mark Petrilli (IL), Mike Myhre (FL), Deborah Schueneman (Clearinghouse), Sherm Wilkinson (VT), John Furstenwerth (HI), Lyle Wright (MN), Bruce Strong (MN), Clinton Thymes (DL), Janice Washington (AZ).

Also present for part of meeting: Antonio Doss, Jean Smith, and Ann Bradbury from SBA.

Chairman Salgado opened with a medical update on Jerry and Marc. Both are progressing and hope to be back for the next meeting.

Approval of February 14 minutes - Motion to approve made by Brett Rogers, second by Gayle Kugler. Minutes approved unanimously

Chairman Salgado asked the observers of the meeting to each introduce themselves.

Ami Sanchez, Senate Staff - The chairman introduced Amy Sanchez, of the Senate Small Business Committee staff, to provide comments on this year's anticipated legislative activity. Amy indicated that reauthorization this year would be difficult. They will be trying to address specialty grants and funding levels of \$135, \$140, and \$145 million. The Chair suggested that the accreditation budget also be addressed in reauthorization. Jim asked about SBA administrative expenses and Amy stated that Congress will be looking into the efficiency of everything. She also indicated that state specific ROI from the impact study would be helpful. The SBIR reauthorization was being marked up this week and hopefully it will settle down the uncertainty of the program. Congress continues to ask SBA for appropriate performance metrics and impact measures. These may differ by program. Finally, they are still working on an approach to ease disaster response authorization.

Audited Financial Report 2010 - delivered by Steve Collins of Murray and Cavanaugh, P.C. The report was very positive, no problems. Mike Myhre asked if the \$1,907,870 of undesignated net assets would be designated in the future. The chair stated that that would be part of a future board agenda.

Mike Young followed with a summary of the monthly association financial statements. Nothing of note.

President's Report/Legislative Update - The Chemonics collaboration will be submitted to USAID this month. Ebay and Google want deeper partnerships with ASBDC. Google will be a sponsor at the conference this year, as will Intuit. The White House budget proposal includes a cut in SBDC funding, but it may be mitigated by the elimination of certain specialty grant programs. This cut in SBDC funding stands in contrast to none for other ED programs. On a better note, relationships with Capitol Hill have never been stronger. Our self evaluation and impact data should help us legislatively. During Hill visits we should talk about impact, not funding.

Accreditation Committee Report - Mike Young reported that there was a good committee meeting Monday. Approximately eight states discussed. He will update the membership on Tuesday regarding suggested changes to the standards. This includes a higher emphasis on validation and verification of data.

Operations Committee Report - Mark Petrilli indicated that the committee hopes to see a draft of the 2012 Program Announcement soon. Mark also discussed the ad hoc committee's efforts to provide economic impact definitions as an effort to promote consistency throughout the program. These emphasize verification of impact by clients.

Old Business - Tee indicated that the relationship with Google may include the association moving to a Google support platform. This would include allowing EDMIS data to be provided to the association through a Google upload application. The next meeting with Google will be at the end of March; may have a system in place by June. Hopefully we will be able to include data from the past two or three years. The chair said presentations on the strategic plan and on branding would take place during the membership meeting. Technology certification has proven very expensive with low participation. This begs the question, "how much need is there?" Scott Dougherty is leading the committee. He will work with Tee and Al to develop a recommendation for a new strategy. There will be no certification training or testing in San Diego. As for an international trade certification, clarification will be sought from SBA as to whether this is remedial or advanced.

Brett raised a question about the volume of promotions/solicitations from Sprint to the network. A brief discussion ensued regarding the association's relationship with Sprint and member's role in passing along all offers to clients or employees - there is no obligation. State offices can filter some of these if the volume is deemed too heavy.

SBA Update - (Antonio Doss, Jean Smith, Ann Bradbury) Jobs Act Tours were announced for 10-12 cities around the country in March and April. District offices will be notifying SBDCs affected. On the President's budget proposal, Tee asked how the best performing, best validated ED program is the only one cut. No clear answer was given. Antonio did indicate that DETA, Veterans, and Energy grants were threatened as SBA was supporting core funding for the SBDC program. Tee also asked if SBA lenders are being encouraged to view SBDC as a strong relationship to have on behalf of small businesses. No clear answer was given. There will be a review of data collection for ED (EDMIS). This should be finalized by the end of the fiscal year with a proposal for changes. The new 641 outlined in the Jobs Act has been approved by OMB. Meetings with primary vendors will be held soon to resolve concerns related to EDMIS upload. The Appalachian Region Commission is supporting the "Appalachian Regional Development Initiative," a multi agency project to assist the region. District Director's will be contacting eligible SBDCs for assistance. A meeting will be held Wednesday in D.C. for further discussion. Supplemental funding for the current year: rather than looking at an even split like this year, perhaps developing a possible program to provide three year funding for special initiatives selected by the states? Scheduled for further discussion at future meetings.

Chair Salgado asked for a motion to adjourn. Board Member Jim King so moved. Allan Adams seconded. Meeting adjourned at 3:30 p.m. EST.