

**ASBDC Board of Directors
Conference Call Meeting Minutes
February 13, 2012**

Meeting called to order by Chairman Salgado at 11:00 Eastern Daylight Time.

Board Members present - Chairman Salgado; CEO Tee Rowe, Georgianna Parkin; Allen Adams; Gayle Kugler; Marc King; Jim Heckmann; Brett Rogers; Diane Howerton.

Board Members Absent: Jim King; Mike Young
Guests: Christian Conroy; Carol Lopucki; Diane Fourness

Approval of January 21, 2012 Minutes – Brett Rogers pointed out some typos throughout the document. These will be corrected by ASBDC office. Approval of the minutes was moved by Brett Rogers and seconded by Marc King.

Treasurer's Financial Summary –Mike Young was absent from the meeting but Tee Rowe indicated that the amount of \$9,000 was received from OSBDC in February and not reflected on the statement. He also went through the current list of Accounts Receivable as well as several other outstanding obligations.

President's Report/ Legislative Update –

Al and Tee met with Michael Chodos who may be on a call tomorrow with the Board to discuss the President's budget proposal for SBA. The accreditation contract with SBA has not been finalized. Tee and Al will discuss with SBA and hope to finalize it this week. The webinar coordinated by the Legislative Strategy committee had a great turnout with positive response. Appropriations staff from the House and Senate will be conducting a site visit to an SBDC. They will visit San Antonio the end of February. Tee indicated that delegates from Central America are planning to attend the ASBDC Spring Meeting on Tuesday, March 20. Donna and Laurie discussed an initiative with Citigroup to have SBDCs assist with their minority business certification program. Five states have been selected to participate initially. Various contractors will fly into certain sites and be trained. The \$400,000 donation/grant includes funding for each SBDC (\$8,5000 to develop the curriculum as well as overhead costs for the ASBDC Foundation to manage the program. Targeted states are Florida, Texas, Nevada, Illinois, and New York. Ohio may be substituted for New York. Tee discussed the upcoming 2013 President's budget for SBA. He indicated that he expected a 10% cut to the SBDCs. Michael Chodos of SBA agreed to be on a call with the ASBDC Board to discuss specifics. Chairman Salgado discussed several critical action items which need to be addressed.

- 1.) Upcoming Resource Partner "Collaboration Summit" March 5 &6 in Baltimore. We want to ensure that SBDCs attendees go into the meeting with a clear understanding of the Association's needs, interests, message.
- 2.) Need to get an update on the transition assistance initiative with the US Marine Corps.

- 3.) Resolution on ASBDC data collection and cost to centers. This is an annual cost to each network totaling approximately \$62,000.00 not previously budgeted by networks.
- 4.) Client attribution update – Need to clarify miscommunication currently across the membership. All programs need a verification system and however it works best in each program is how they should approach it. There is no one method. A brief discussion was held about the annual impact survey data versus real time data. The current accreditation standards address impact verification. The standard needs to be clarified but should not become prescriptive. There are currently various methods employed by programs. Marc King mentioned everything is now on the action matrix. Al distributed the 21 point action items previously. He will discuss clarification of impact verification of the next Associate's call.

Accreditation

As Mike Young was not present on the call there was no official report. However, Tee mentioned that the delay in finalizing the accreditation contract with SBA has put several planned visits on hold until April. For example, the Oklahoma review was pulled. Tee also discussed that ASBDC needs increased funds to support the accreditation process due to rising travel costs. We also need more funds for ASBDC Net. SW - Texas (UTSA) is currently underwriting a significant portion of the costs of ASBDC Net.

Tee reiterated that the President's FY2013 budget will be released tomorrow and he expects a 10% cut to the SBDC. The Current appropriation is \$112,500,000 and with various earmarks \$110 million is distributed to the network. The impact on the smaller states of the expected reduction is that they would drop from \$625,000 to \$570,000. Tee will look at the responses to the funding survey Jim King sent out. To date, 45 networks have responded. 13 SBDC Networks report taking cuts at the state level.

Old Business

- 1.) Legislative strategy- Tee will conduct webinar for all states the date and time will be sent out to everyone as soon as it is arranged.
- 2.) Branding- ASBDC in conjunction with FKM will hold a webinar bringing everyone up to speed. The date and time will be sent out as soon as it is arranged.
- 3.) Benchmark Survey- Tee has final data and will discuss further with Beth Melnick and Marc King. Next step is to finalize and distribute to the membership. It was mentioned that is useful to compare programs within similar bands for benchmarks and to utilize for programmatic adjustments. The point was stressed that the background results of the banding imitative and intent needs to be very clearly communicated to the membership.

New Business

- 1). Marc King discussed a Federal collaboration project coming to the Association. The Federal Reserve wants to collect information related to the increase in the use of electronic payments for the small business community. He will use the Associate State Directors' group as a focus group to discuss and get back to the membership.
- 2). Donna mentioned that invoices for dues will be sent out in the next week.

Motion to adjourn was offered by Marc King. It was seconded by Diane Howerton. Motion approved by acclamation and the meeting adjourned at 11:57 a.m.