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ASBDC Board Conference Call Minutes July 8, 2013

Call to Order Chairman King called the meeting to order at 11:03 am Eastern Standard Time.

Board Members Present: Chairman Jim King; CEO Tee Rowe; Georgianna Parkin, Vice Chairman; Diane Howerton, Secretary; Mike Young; Treasurer, Jim Heckmann, Christian Conroy, Mark Petrilli, Allan Adams, Brett Rogers and Mary Peters.

Non-Board Members Present: Al Salgado, Bill Cummings, Carol Lopucki, Mike Myhre and Gail Kugler were on the conference call.

Approval of the Minutes: The June 11-12, 2013 minutes were reviewed with no corrections or additions. A motion was made by Diane Howerton to accept the minutes as presented and seconded by Christian Conroy. The minutes were unanimously approved.

Financial Report: Mike Young Treasurer reported that the dues and registrations are coming in almost relative to last year. Tee Rowe expects attendance to be slightly lower this year with the smaller states being impacted the most on sending people to conference.

President's Report: Tee reported that conference sponsorships are ahead of targeted budget amounts where as vendors for exhibits are lower because of the cost of exhibits. There will be an online virtual trade show floor which will open on the website to give a more 365 day exposure for exhibitors.

Tee said that VISA is a conference sponsor, which will help to offset the cost of the State Department's proposed participation. Even though Tee has reached out to the State Dept. he has received minimum response. Betsy suggested moving State's program to Wednesday but many of the Board members are concerned about this timeframe because of international certification workshops being conducted. Some of the Board member suggested Thursday afternoon as a better timeframe. Tee does not see a conflict with the international trade classes on Wednesday even though there will be some overlap. Also moving this to Wednesday helps cover some of the food & beverage and AV costs. In addition, Tee is trying to find out the interest from our membership.

Christian Conroy said that he is unclear on their purpose. Tee said the South and Central American organization wants to match similar interests for trade in order to develop partnerships. Basically this conference time with the State Department is two fold:

1. Meet & Greet Activity
2. How to do business in these countries.
3. Sharing best practices and ties on areas of interest and common businesses and industry groups.

Al Salgado said that he would reach out to Brett Hamsik when he is in San Antonio. Al also stated a need to have a defined Scope of Work. Jim King suggested Tee meet with the international trade committee and work with Al on where we stand along with what needs to be done.

Legislative: Tee reported that the House has marked up five of the Appropriation Bills and the Senate has marked up four bills. The House is attempting to get as many to the floor as possible and Tee expects a couple more bills moving into Committee. The House is half way through with the Appropriation Bills and the Senate is a third way through. The House Bills are marked up below sequestration levels with the Senate bills marked up slightly higher. Tee is pushing hard to get our bill to the floor in order to avoid a CR. The new chairman of the sub-committee is Senator Udall from New Mexico who is very supportive of the SBDC.

Tee's concern is the collateral damage on the IRS issues. There are six working weeks left to get bills through. There is a SBDC legislative committee conference call on Wednesday. The intent is to update the message for the membership.

Regarding OSBDC it was said that Carroll Thomas is sending emails asking the DDs to be more cooperative with the membership. The replacement for Michael Chodos is a former Denver SBDC Director.

Old Business

Holly Schick is the Acting Associate Administrator, Office of Entrepreneurial Development who indicated that she was unaware there were any issues with EDMIS. Holly volunteered to meet with a small group of directors to address this concern. The directors are Mike Young, Janice Washington, Mary Collins, Carol Lopucki and Allan Adams. It was also mentioned the EDMIS timeline correction is a fantasy which does not allow for testing. The dates are changed to August for testing with an updated system by October.

There was a discussion on the Hot Topics with the Board Liaison calls.

1. Mark Petrilli indicated sequestration. Specifically, what are the reduced fund levels and what does this mean for conference?
2. Allan Adams said he has mixed reports on the number attending conference
3. Georgianna reported that in Region 1 the focused topics:
 - a. Proposal and budget preparation
 - b. The number attending conference is cut in half because of reduced budgets
4. Jim King said that Tee's write up on sequestration was very helpful.
5. Christian expects to have a revised legislative timetable and strategy later this week along with delineated actions for the members over the next two months.
 - a. Christian said that collecting training data is of great concern in the mid-Atlanta states.

Jim King said that Carroll Thomas was working on an update on the JOBS Act grant funds based on the Directors' reports, as the information is not available on EDMIS.

New Business

Mike Young requested a status update and discussion regarding OSBDC on the annual SBA award nominations because of some key issues and suggestions:

1. Simplify the nomination form and reduce information required to encourage more interest.
2. Eliminate all reference and background checks for nominations and reduce scrutiny for winners – they didn't commit a crime – they won an award.
3. Create an opportunity to highlight the resource partner when applicable.
4. Make Small Business Week SBA/SBDC/WBC/SCORE/Small Business Week rather than SBA Small Business Week.

SBA is making Small Business Week more of a SBA event rather than a SBA and it's partners. Jim King said that he would bring this up with the new administrator. It was learned that SCORE's Foundation acts as the fiscal agent for small business week.

Jim K. addressed the recent draft survey he sent to the Board in preparation to update the strategic plan and action matrix. He asked that we look at the survey that has been reduced from 14 strategies down to 7. We need to identify what are our key tactical efforts in the coming year.

Mary Peters reported on two areas relative to the Associate Directors.

1. The ASDs survey for the 2014 conference is ready. The focus is to gather information on the desired long-term training needs and identify how the states are using the America's SBDC logo.
2. There was an election process for an Associate Director to be represented on the ASBDC Board, which is now closed. Mary Peters was nominated and ran unopposed and was subsequently elected to serve on the Board as ASDWG representative.

Christian asked if we received a ruling from Carroll on the marketing? Tee said she is reaching out to Field Ops and General Counsel but, there is no formal ruling as yet. Jim King reminded that she was going to send out clarification on the marketing.

With no further business Mary Peters made a motion to adjourn and Mark Petrilli seconded. The motion passed and the meeting was adjourned at 12:06 pm EST.