



America's SBDC Board of Directors
Conference Call
Monday, December 9, 2013
10:00 am Eastern Standard Time

Call to Order:

Chairman Jim King called the conference call meeting to order at 10:01 am Eastern Standard Time (EST).

Board Members Present:

Tee Rowe, CEO	Allan Adams, Member
Jim King, Chairman	Christian Conroy, Member
Georgianna Parkin, Vice-Chair	Diane Howerton, Member
Janice Washington, Treasurer	Greg Panichello, Member
Mary Peters, Secretary	Mark Petrilli, Member
	Mike Young, Member

Non-board members participating on call: Bill Cummins

Approval of the September Board Minutes and Board Elections: The minutes were reviewed by the Board and approved as presented by with a motion to accept the minutes as presented by Greg Panichello and seconded by Diane Howerton. The motion was unopposed and unanimously approved.

Treasurer's Report: Janice Washington indicated that ASBDC is in sound financial condition. The issue of the Prodex accounts receivable was explored, and Tee indicated that it will be indicated as a write-off by the auditor in the new calendar year. UConn is currently processing their payment. Intuit is not overdue – they were merely invoiced early and have already made a \$15K payment toward that \$75K for their fall conference sponsorship.

Action Items – Tee Rowe was reminded to publish the conference survey results in the ASBDC newsletter, along with publishing the rationale behind lack of coffee and food on the first day (to control registration costs). He will do this in tandem with an announcement on the 2014 conference rate.

President's Report: Legislative Update - Tee Rowe indicated that a compromise deal between the House and Senate is likely before congress recesses at the end of the week, which would mean no sequestration again this cycle. He will be watching the issue closely and issue and will keep the members posted. Tee also referenced a brief messaging piece being developed with the ASBDC Legislative Committee calling for an end to sequestration and the development of a top-line budget number. Once finalized, it will be send out to the membership via the board liaisons.

Old Business:

EDMIS/New 641 – A conference call was held earlier in the week between SBA and its resource partners to discuss the coming changes to the form and its use. The statutory authority regarding the confidentiality of contact information is being questioned as an exception to the privacy provision (vs. program activity data). Tee and Jim will interact as appropriate with SBA's Office of General Counsel, OMB, and perhaps the Small Business Committee to address our concerns. It was suggested that the resource partners take a unified approach toward the issue. It was pointed out that the two major middle providers, Outreach Systems and Center IC, still don't understand the dynamics of the proposed relationship between contacts, clients, and training attendees.

Reserve Levels – Tee indicated that our financial advisor, Peter Jennings, will consult on the recommended levels and rule of thumb in our industry. Tee will draft a recommendation for consideration at our January board meeting that will distinguish two separate subcategories: an operational reserve (probably around the \$600K mark) and and contingency reserve (to cover possible conference shortfalls).

Chairman's Report: Jim King gave an overview of the results of the survey regarding the impact of the government shutdown: 30 responses were received, with an average score of 2.5 on a five point scale. Two (2) states indicated that the shutdown had little/no impact, fourteen (14) states indicated some, but no major impact, eight (8) states indicated measurable impact, and five (5) states indicated that the shutdown posed a significant impact on their operations. It was noted that the indirect impact with stakeholders would be difficult to measure. Jim provided the information to Carroll Thomas and Jeane Hulit in hopes of gaining their interaction to minimize future disruptions.

New Business:

Action item: Tee to double-check the status of Jobs Bill fund expenditures with Carroll Thomas.

A motion to adjourn was requested by Jim King: Motion made by Allan Adams, seconded by Georgianna Parkin. The motion was unopposed and unanimously approved. Meeting adjourned at 11:10 am EST.

Forecast of Upcoming Meetings:

Board Meeting:	November 20-21, 2013	Alexandria, Virginia
Board Call:	December 9, 2013	10 am EST
Board Meeting:	January 27-28, 2014	Washington, DC
Board Call:	February __, 2014	10 am EST
Board Meeting:	March 23, 2014	Washington, DC
Membership Meeting:	March 24, 2014	Washington, DC
Capitol Hill Visits:	March 25-27, 2014	Washington, DC
Board Meeting:	June 17-18, 2014*	

**Tentative*