

Minutes
Board of Directors Meeting
Association of Small Business Development Centers (ASBDC)
February 8, 2005
By Conference Call

Board Members Participating: Scott Daugherty (Chairman); Don Wilson (President); Georgianna Parkin (Vice Chair); Henry Turner (Treasurer); Roy Miller (Secretary); Carmen Marti; John Massaua; Mark Petrilli; Clinton Tymes.

Others Participating: Bill Carter; Donna Ettenson; Doug Gurley; Bob Hamilin; Jody Keenan; Jim King; Liz Klimback; Janice Rhodd; Jon Ryan; Mike Young; Dan O'Grady.

Call to Order: The meeting (by conference call) of the Board of Directors was called to order at 1:00 p.m. (Eastern Time) by Chairman Scott Daugherty on Tuesday, February 8, 2005.

Approval of Minutes of January 18 and 19: Mark Petrilli moved that the minutes of the meeting of the Board of Directors on January 18 and 19, 2005, be approved. Henry Turner seconded the motion, and the motion passed by voice vote.

President's Report: Don Wilson reported on the following --

1. Spring Meeting -- Don Wilson reported that preparations for the Association's Spring Meeting in Alexandria, Virginia are moving ahead.
2. President's Budget Request to Congress -- Don Wilson reported that the President's Budget Request to Congress calls for \$88 million in funding for the SBDC network, which is the same funding level requested by the President for the past three years. Don Wilson reported that he had been invited to testify to the House Small Business Committee on February 10, and John Massaua had been invited to testify to the Senate Small Business Committee on February 17.
3. SBA Impact Survey Results -- Don Wilson reported that the SBA would present the results of its Impact Survey during the ASBDC Spring Meeting. He noted that the Impact Survey would help to address the desire of the White House Office of Management and Budget for such an impact survey, and it would help to address criticisms of duplication among Entrepreneurial Development programs.

Legislative Committee Report: John Massaua and Jim King (co-chairs of the ASBDC Legislative Committee) reported on the work of the Committee. The Board discussed the Legislative Committee's recommendation for Federal funding in FY 2006; the leave-behind brochure developed for Congressional visits during the Spring Meeting; and the legislative priorities of the Association in Congress, including the Regulatory Assistance bill, the Vocational and Technical Entrepreneurship Education bill, the Native-American Small Business Development bill, and the ASBDC Manufacturing Proposal.

John Massaua and Jim King reported that the ASBDC Legislative Committee recommended an FY 2006 Federal funding level of \$109 million for the nationwide SBDC network, as the Federal funding level required to (1) restore Federal resources lost by SBDCs in the small-population states as a result of inflation since 1998; (2) restore Federal resources lost by SBDCs in states that suffered Federal funding cuts after the 2000 Census; and (3) provide Federal resources needed by SBDCs in all other states.

Motion: John Massaua moved that the Board agree to the recommendation of the ASBDC Legislative Committee that the Association support an FY 2006 Federal funding level of \$109 million for the nationwide SBDC network, as the Federal funding level required to (1) restore Federal resources lost by SBDCs in the small-population states as a result of inflation since 1998; (2) restore Federal resources lost by SBDCs in states that suffered Federal funding cuts after the 2000 Census; and (3) provide Federal resources needed by SBDCs in all other states. The motion was seconded by Carmen Marti and passed by voice vote.

Spring Meeting: The Board discussed preparations for the ASBDC Spring Meeting. The Board agreed to hold small group discussions during the Spring Membership Meeting, on positioning SBDC networks within host institutions' economic development plans. The Board also agreed to discuss the report of the ASBDC Strategic Planning Committee during the next Board meeting.

Marketing Budget: The Board discussed funding to implement the proposals of the Marketing Committee.

Motion: Henry Turner moved that the Board approve the 2005 Budget as presented during the Board meeting in Fort Lauderdale on January 18 and 19, but with an additional \$30,000 to implement the proposals of the Marketing Committee. The motion was seconded by Mark Petrilli and passed by voice vote.

Program Announcement: The Board discussed the upcoming negotiation with the SBA of the Program Announcement for 2006. Chairman Daugherty suggested that Jody Keenan, Chair of the ASBDC Operations Committee, ask Association members in a future issue of the ASBDC *Member Connection* newsletter about their key priorities for the 2006 Program Announcement.

SBA Express Loan Program: The Board discussed the SBA's implementation of the Express Loan Program. It was agreed that there should be a discussion during the Spring Meeting of agreements between SBDC networks and financial institutions participating in the Express Loan Program.

Adjournment: Mark Petrilli moved that the Board adjourn the meeting. The motion was seconded by Henry Turner and passed by voice vote. The meeting was adjourned at 2:40 p.m. (Eastern Time).

Next Meeting of the Board: The next meeting of the Board will be held on February 27, 2005, in conjunction with the ASBDC Spring Meeting in Alexandria, Virginia. Regular meetings of the Board are held by conference call on the 4th Tuesday of every month at 1:00 p.m. (Eastern Time).

Submitted by Roy Miller, Secretary, ASBDC