



BOARD OF DIRECTORS

MEETING MINUTES

May 21, 2018

Supporting the Success of its Members – America’s SBDCs

OUR SHARED MISSION

Deliver high-quality, professional business advice, education, and information that generates meaningful results.

OUR SHARED VISION

America’s SBDCs are highly valued for driving economic prosperity.

ASBDC’S PURPOSE

To support the success of its members.

BOARD OF DIRECTORS OBJECTIVE

To establish the Association’s mission, vision, strategic direction, approve the Association’s budget and operations plan, and appoint and evaluate the performance of the Association’s President, including setting compensation.

The meeting was hosted on WEBEX.

CALL TO ORDER The Chairman called the ASBDC Board of Directors meeting to order at 3:00 p.m. EST

ROLL CALL The Secretary completed the Board of Director roll call; quorum present.

PRESENT	BOARD MEMBER	NOT PRESENT
✓	Michele Abraham (South Carolina)	
✓	Allan Adams (Georgia)	
	Vacant	
	Bill Cummins (Alabama)	✓
	Jennifer Deamud (Michigan)	✓
✓	Mark Langford (Texas)	
✓	Michael Myhre (Florida)	
✓	Greg Panichello (Kansas)	
✓	Linda Rossi (Vermont)	
	Lisa Shimkat (Iowa)	✓
✓	Tee Rowe, America’s SBDC	

APPROVAL OF THE MINUTES – Meeting minutes of the April 23rd BoD meeting were sent out by e-mail. Linda asked for a motion to approve them as presented. Motion to approve from Greg, with a second from Michele. The Board voted unanimously to approve.

PRESIDENT'S REPORT - Tee reviewed his report that was e-mailed previously.

National Impact Survey – Tee apologized for the delay after reviews of surveys with additional questions turned up problems. He had hoped to give Members two weeks to do outreach to clients prior to receipt of the survey and then release, but had set an overly ambitious deadline without leaving sufficient time in case of such a problem. The new issuance date has been set and all surveys are being re-checked, as well as adding a cushion of additional time.

Director of Strategic Initiatives- After the last Board call, Tee met with Christian Conroy about his proposal for a Director of Strategic Initiatives position and they drafted a tentative SOW for the position which was discussed with the Board. Tee then drafted a letter/questionnaire for the membership which was completed and sent out. It was decided that the membership's opinion needed to be sought before moving forward on this initiative and we are collecting responses.

Conference – The Conference Committee met and concluded the judging of submissions. Donna has attracted some good additional sponsors and Amex and VISA have upped their game. There may be a joint event with Administrator McMahan and Secretary Perdue on Thursday; USDA has already tentatively expressed support/interest. The host summit is also scheduled for Thursday.

NEPD – Tee attended the New England regional meeting in Maine. There was an interesting and frank discussion about SBDC and District Office collaboration. It appears the new Regional Administrator wants a cooperative environment between SBDCs and DDs. The goaling issue appears to be out of their hands. He would encourage this type of format around the country.

Rural RISE Summit – Tee attended the Rural RISE Summit in Davis, WV and acted as a panelist and facilitator. A number of SBDC folks were there, especially WV Director Erika Bailey, as well as SBDC staff from several other states. It was very good to be there and show the value of SBDCs.

Legislative Activities

The Omnibus appropriations bill has passed and SBA has issued NOAs; there has been some talk about a rescission bill but that was quickly shot down. The problems with/threats to SBDC funding continue. Tee had good conversations last week with both Republican and Democrat staff on Senate appropriations and they were grateful for the information as they don't get as much from SBA. He shared various CBJ charts and SBA Goal Worksheets and explained the parts that SBA had not shared. He pointed out that nationally SBDCs well exceeded not only the population share but the national collective goals. And, that this the first time SBA has ever expressed this sort punitive aspect to the goals. Senate staff are very supportive of the program and informed Tee that the proposed changes to the funding formula would not be happening.

The House SBC has requested that Armed Services append about 12 bills to the NDAA. Included in the package are the two cybersecurity bills as well as the SBDC Improvements Act. They recently passed the majority of the package through the House under “suspension of the rules”, the House version of unanimous consent for non-controversial legislation.

Pennsylvania SBDC application period has closed. There was significant interest. He doesn't know how many applications were received.

Allocations – Tee is having ongoing discussions with Congressional staff about the CR allocations as well as SBA's insistence on using the President's \$110 million budget proposal as the basis for 2019 proposals.

Goals – SBA has still not responded to our inquiry on the future of SBDC goals. However, SBA Congressional Affairs has been meeting with appropriators trying to support the SBA Budget proposal by asserting that SBDCs are failing to achieve their goals. Board members questioned how SBA will incorporate anything new in Fy'19 and be prepared for negotiations when we have not even seen the program announcement yet. Also some board members have been told that FY19 goals will be set to the \$110 million funding level, while others were told a different amount. Therefore, we don't really know what will happen, yet it is not from a lack of asking.

CHAIRMAN'S REPORT

Mike stated that Tee covered the update on the annual economic impact survey and we have a new time line established. Beth added that NBRI did send a very detailed list and dates for the rest of the project, so it is moving forward. With regard to the proposal for the Director of Strategic Initiatives, Mike sent out an email requesting input from the membership on three key aspects, including the necessity of the position, benefits of it and whether their network would use it, and if they would support it. He then summarized some of the comments received to date. ACTION: Schedule another executive session once we have heard from more of the membership.

There was some discussion from the BoD on liaison group feedback that had not been sent to Mike. It was also recommended to make sure the membership really understands the current environment with regard to SBA and goals, so they could respond to the strategic position with greater insight.

Mike reviewed the \$135 million funding goal for FY'19 and that NOAs have been extended until June 30th. Every other week, there is a SBA leadership call with Exec BoD. SBA cancelled last week's call. We are not sure why they would withhold funds in order to put terms & conditions in place related to the SBA brand/logo. Mark Petrilli asked about the requirement of when we must use the SBA logo and that we are not sure if that will continue going forward. Tee said we feel that they are using this delay more to consider additional rescissions. Every time there is a revised NOA, we have to create a new set of budgets, which also impacts our hosts. He recommends that Congress hear how this practice is not effective or efficient.

Mike encouraged all Board members and network directors to read the CBJ. In The CBJ, the FY'19 goals have been defined for us. Slide 29 of Mike's presentation shows these goal numbers. He said we can access the CBJ report from the SBA.gov website (by typing in CBJ report); and there are historical reports by year going back ten years or so.

TREASURER'S REPORT

Lisa was not on the call, so Tee shared a quick update. All the accounts receivable are from dues. Other than that, all is tracking normally.

BOARD LIAISON ENGAGEMENT UPDATES - None

BOARD COMMITTEE REPORTS - None

NEW BUSINESS - None

OLD BUSINESS –

PTAC: The Interest section did meet following the release of DLA's new Terms & Conditions. Mike thanked Michael Brooks for facilitating.

NON-BOARD MEMBER TOPICS – None were raised.

3:55 PM EST – MEETING ADJOURNED – Motion to adjourn by Mark, with a second from Greg.

BOARD MEETINGS:

*June 14-15th (Thurs-Fri) Ft. Lauderdale, FL. Last in-person meeting before Conference.