



**BOARD OF DIRECTORS  
MEETING MINUTES**  
March 18, 2019

*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.*

**CALL TO ORDER  
ROLL CALL**

The Chairman called the ASBDC Board of Directors meeting to order at 3:30 p.m. The Secretary completed the Board of Director roll call; quorum present.

PRESENT	BOARD MEMBER	NOT PRESENT
✓	Michele Abraham (South Carolina)	
✓	Allan Adams (Georgia)	
✓	Mike Bowman (Delaware)	
✓	Bill Cummins (Alabama)	
✓	Jennifer Deamud (Michigan)	
✓	Kristin Johnson (Nor-CA)	
✓	Steve Lawrence (Houston, Texas)	
✓	Greg Panichello (Kansas)	
✓	Linda Rossi (Vermont)	
✓	Lisa Shimkat (Iowa)	
✓	Tee Rowe, America’s SBDC	

**SECRETARY’S REPORT/APPROVAL OF THE MINUTES** – Minutes of the February 10-11, 2019 BoD meeting were sent out by e-mail. With no additional edits suggested, Allan asked for a motion to approve them as presented. Motion to approve from Greg with a 2<sup>nd</sup> from Lisa. The Board voted unanimously to approve.

**CHAIRMAN’S REPORT**

Allan began with an update on EDMIS. SBA says the system is up and running; but the vendors haven’t tested it yet, and Allan is not sure when SBA will be at a point where they can explain the difference between their numbers and ours. Project officers trust our numbers more than EDMIS. His concern is that we are going to run

short on time between quarter ending 12.31.18, and quarter ending 3.31.19. Allen Gutierrez has made it clear that 2019 is a transitional year, when it comes to being held accountable to the new goals.

## **TREASURER'S REPORT**

Greg stated that the financials reflect a few things, including all of the dues billing sent out; \$150,000 has come in within the past couple of weeks. We did draw down the \$200k for the interim shortfall. The financial model has been changed a bit to reflect the core versus strategic priorities, as a result of the motion during the February membership meeting to fund them from strategic reserves.

## **PRESIDENT'S REPORT**

President's Budget/Views and Estimates: The President's budget for FY'20 has SBDC marked at \$101m, a significant cut over last year, and over current year. We are not alone as SBA's microloan program was cut by \$15m. SBA was cut by 5% overall, which is part of a trend. The appendices to his budget just came out today. Tee doesn't know what the other ED programs look like yet. He suspects both WBC and SCORE will have cuts also. Tee has seen that CDFI and MEP were zeroed out in the President's budget. Everyone believes this budget is dead on arrival. The House reception to it was hostile; the Senate was cool at best. Our biggest concern is the budget building process.

Budget caps are set to decline in 2020 so the appropriators technically have less money to work with. Tee feels we will see a budget showdown between defense and non-defense items. The debt ceiling is coming up also, and all of this will be tied together toward the end of the fiscal year.

Congressional side: Tee said we are getting a very good response to Rep. Larsen's letter. Tee sent another reminder, and suggested language in reaching out to members. He thanked everyone for doing so. Omar and Tee are sending the budget request to Sen. Rubio and others on Appropriations Committee. Tee had a good meeting with the minority appropriations staffer who deals with SBA, who was very positive and supportive on the \$135m request. The legislative committee is looking at a 5-year goal to get to \$165m, stating that without the funding for more advisors and centers, we can't go above current outcomes.

Authorization: We had a good discussion with the Senate Small Business Committee. Tee feels they are very motivated and that Sen. Rubio wants to get it done as his signature piece, with the same for Chairwoman Velazquez. Tee thanked Brian, Mike, Linda, and Mark for participating on the call last week. It helped the committee learn and understand the problems we have on goals, and the negotiated cooperative agreement.

Updating the funding formula: Tee mentioned the possibility of raising the floor, but looking closely at this so we don't create a situation that would be unfair to those just above the minimum. This effort is the result of being approached by the small but mighty group. Allan suggested we should structure an increase that would be meaningful to the small states yet not painful to larger. Board member discussion the complications of size vs. population.

Other topics: Tee sent an email to Allen regarding questions on cannabis, hemp as the policy notice from SBA is way too vague and doesn't give us the specifics needed on companies making labels for a cannabis-infused products, as an example.

Tee closed with a reminder of SBDC day on Wednesday, March 20th!

## **BOARD NETWORK LIAISON REPORTS**

Bill said the Heartlanders are meeting next week in West Virginia.

Jennifer shared that the ASD group had good conversation the end of Feb. Areas of discussion included the mentor and onboarding programs, along with an in-depth discussion on SBA goals. The idea was to form power groups on CenterIC/Neoserra.

Kristin has talked with Joel about conference being held in CA.

Lisa said their liaison meeting is later this week.

Mike said their monthly call is next week and they are planning a retreat in NJ.

Michele shared that Mobile, Alabama will host the next get together at the end of July-early Aug.

## **BOARD COMMITTEE REPORTS AND INTEREST SECTION REPORTS**

Data & Metrics – Greg recommended that we look at the EDMIS jobs calculation further, since it may not be the same as what we thought. Lisa will forward that question (from Greg) along to Kim and Adriana to make sure the changes, at the request of the network, are going as planned.

## **IMPACT SURVEY UPDATE**

Tee said the initial email from Dr. Vardaman went out to everyone. There was a little problem due to the server size, and they had to do it in batches. He is now working on bounce backs and sending them out to everyone. We are on track for the survey to go out March 28<sup>th</sup>. There was a question about whether it is still going to be sent out from the Center for Family Enterprise Research. Allan asked Tee to check with Dr. Vardaman to be sure he has connected with everyone for bounce backs.

## **OLD BUSINESS**

IBIS world: Tee emailed them and said we have everyone on board, so what is the price? He has not heard back yet and his next step will be to call. Board members suggested that Tee go to a higher level (above Troy) for negotiating.

## **NEW BUSINESS/NON-BOARD MEMBER TOPICS**

Potential SCORE collaboration: Tee said he sat down with SCORE CEO, Ken Yancey to discuss common issues. They both recently testified in Small Business committee, and are equally concerned about any action that puts resource partners against each other. Tee mentioned some opportunities given the make-up of Congress that would enable both of us to show we are willing to move forward on rural outreach programs. There hasn't been any new information on the USDA/SBA MOU. Tee knows everyone has a different relationship with SCORE. Board member discussed the variations in relationships with SCORE around the country. Some felt it was worth pursuing, while others were skeptical of any real outcome. It was mentioned that SCORE can be an asset, especially to serve people we don't want to focus our attention on. In the past, this was a topic discussed with the national advisory board at conference, in order to help SBA understand that SCORE is well suited for certain types; we are suited for others, to avoid overlap. We could inventory and then highlight some of the best practices, to get some publicity and use that to determine what, if anything, are next steps to go forward with.

ACTION: Tee will send out an email to find out more.

Tee mentioned the Small Business Majority (advocacy group) similar to NFIB. They would like us to partner and be part of their small business resource page for people coming to their website. There is no cost, and varying levels of participation.

ACTION: Tee to send a one-pager around for us to review.

Members had further discussion on the President's budget at \$101m and how important it is for everyone to understand that if we have to live with that funding level for months, it will require some real reductions. There were questions about whether SBDCs should submit proposals at the \$131m level to avoid the havoc within our hosts, since we know Congress will provide the funds. Tee said he will push a little further on the Congressional side of this.

Allan said he will propose some dates for an executive session in the coming weeks.

**MOTION TO ADJOURN:** A motion by Kristin, Michele. Meeting adjourned at 4:40 p.m.

**NEXT BOARD MEETINGS:**

Monday April 15, 2019	3:30 - 5 PM EST
Monday May 20, 2019	3:30 - 5 PM EST
Thurs/Fri June 20-21, 2019	8:30 - 5 PM EST in Washington, D.C. at the Marriott Marquis
Monday July 15, 2019	3:30 - 5 PM EST
Monday August 19, 2019	3:30 - 5 PM EST
Monday September 2, 2019	8:30 - 4 PM EST
Monday October 21, 2019	3:30 - 5 PM EST