



**BOARD OF DIRECTORS
MEETING MINUTES**
July 15, 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 June 20-21, 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 2nd from Michele. The Board voted unanimously to approve.

PRESIDENT'S REPORT

Tee started with a conference update on attendees, sponsorships, and reported that everything is going in a positive direction. With regard to FY'20, we are waiting for SBA goals, and George was on military duty all last week. Tee gave a quick update on the Congressional front, including the expiration of the budget caps and the

defense and non-defense increases being debated. He expects we will go into September with some sort of CR for a brief period, until they can work things out. As far as re-authorization, we have all seen Sen. Rubio's draft and mark up. Tee has communicated to them that while we are cautiously optimistic, we have concerns about many of the details within it, and how it would be implemented.

Tee said that at 4:30 p.m. today, Therese from Sen. Cardin's staff will join our board call. He suggests that we frame our concerns in the form of questions. While this is not an ideal bill, our goal is to get reauthorization done, and we should remember that a lot can change in conference.

Board discussion took place on how SBDCs are not just grantees; we are involved in a public/private partnership under a cooperative agreement. SBA should be willing to negotiate as we all have different regions and resources, not all of which has been addressed in the current version of the bill. Members provided input on the appropriate questions to ask when Therese joins the call. Some of those included responsibilities, distribution of funds and goals across resources, administration, managerial and host-related items, and more. Tee has already talked with the staff about the report language. He thinks a negotiated rule-making will allow us to have a record of what was said.

When asked if he knew how WBCs feel about it, Tee said they are mostly concerned about the loss of their identity and autonomy. Other members raised concerns about putting even more performance metrics under one data system that is not accurate. Client confidentiality is a key element and we want the statute to be clearer and the verbiage in the bill to be strong enough to protect clients.

TREASURER'S REPORT

Greg said that the financials are very clean and straightforward, and everything is consistent with last month. He expressed concern that 14 members still have not paid dues; which means we are waiting for over \$100k. Conference is looking very good, and better than expected financially.

BOARD NETWORK LIAISON REPORTS

The mid-Atlantic networks will get together on Aug 7-8th; the big squares will be meeting in Oklahoma City and they are interested in having a conversation on how resource partners can collaborate. The southeast regional meeting is from the 31st of July to the 2nd of Aug.

The ASDs have had a couple of great conversations and are now focused on conference; they have 17 ASDs in the mentor program; and are still matching up mentees and mentors. There is a nice cohort transitioning through the onboarding program, and their first Zoom call is at the end of July.

Louisiana is redoing its search for State Director. The election/nomination process for board openings hasn't come up with anyone new since our last meeting. ASBDC will push out another reminder on the final deadline that requires five recommendations. Greg mentioned the importance of making sure the small but mighty are represented.

Greg also talked about getting us a draft of the dues calculation template and wants to work with some folks on this project. Allan suggested they have three alternatives/models available for people to consider; and be ready to make the case based on the trends we are seeing.

ACTION: Greg will seek out volunteers to work on this. While on the call, Allan A, Michele, Kristin (and Cathy W) volunteered to work with Greg.

IMPACT SURVEY UPDATE

Tee sent an email out earlier today to folks that haven't submitted demographic forms. Once those come in, Dr. Chrisman can work on it. Overall, the response rate is significantly better than last year.

OLD BUSINESS

IBIS world: Tee said they will go back to Bloomberg, and other organizations now that he has results from the survey. He also spent some time with Matthew at SBDCnet. He's not sure he'll be able to find something that checks every box; but with some effort, believes we can find something that a majority of the members would find affordable and useful.

Therese Meers, from Senator Cardin's office joined the call at 4:30 p.m.

Tee introduced Therese and thanked her for joining us. She said she appreciates the chance to work with us on the reauthorization and wanted to gather a broader set of impressions, to build off what she learned from meeting with board members in June. Therese gave an update to the membership of the Chairman's mark, and of the hearings that have been taking place on Entrepreneurial Development. They are talking with stakeholders; the majority has decided to keep SCORE out of the reauthorization. As proposed, contracts between SBA and resource partners would go away and a new set would be between SBA and the lead center, which would include funding, terms and conditions. The lead center would be responsible for making sure the money goes to the various programs; it would step in and be the negotiator for those other programs.

Representing the minority, she is reaching out to resource partners to get feedback and shared that the WBCs have expressed concern with this model, and its impact to the independence of their program. As of right now, it does not have the ranking member's support; however, there are a lot of good things in the bill. Allan said that we are really glad they are looking at ways to promote greater collaboration between the ED programs. He described the natural divisions between our markets and services. Some of our concerns relate to our host, who in some cases contribute significant funds and would be taking on lots of additional responsibility. We'd like to learn more about the administrative responsibilities. Board members asked about current State Directors who might be up for the Lead Center ED director or accept to work with another hire above them. Additionally, most states would not have adequate personnel to manage three programs instead of one, and the associated financials, operational compliance. There were questions about local match to SBDCs and how that might be impacted if it wasn't just SBDC any more, what about networks where there isn't currently a VBOC, networks that are hosted by the State rather than higher education and further clarification needed on eligible applicants for the program to apply as a lead center; as it is now, state based programs are not eligible to host WBCs. Members asked about the allocation of goals and funding that would go along with this plan.

Therese thanked everyone for the conversation and said much of what we have brought up is what they are talking about also. They want to know what problem it is really solving, and whether we could achieve coordination, increased promotion and referrals without the structure of the lead center ED. She said that they don't have answers yet to some of these questions. She welcomed receiving more questions through Tee.

ACTION: Tee to send additional questions generated by the board and membership to Therese.

Tee thanked her for joining us and restated that our goal all along has been for the minority and majority in House and Senate to get to a reauthorization; we like the idea of collaboration and coordination and are glad to help in any way.

NEW BUSINESS/NON-BOARD MEMBER TOPICS

Allan said everyone should send any questions (regarding the reauthorization) to Tee. Tee will see if he can work with Maggie (Sen. Rubio's staff) to see if we can get a similar call set up with her. He's more concerned if they pass it, and then the minority will have a whole bunch of amendments, and it won't get through.

Michele brought up two items: (1) the HBCU survey went out, and they received responses from most. She has sent out a follow-up, and will get those responses in. (2) They are working on getting the annual survey out regarding funding capacity.

MOTION TO ADJOURN: A motion to adjourn by Greg, Mike at 5:20 p.m.

NEXT BOARD MEETINGS:

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