



BOARD OF DIRECTORS MEETING MINUTES

April 20, 2020

*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

The Chairman called the ASBDC Board of Directors meeting to order at 3:37 p.m. and welcomed all non-board members in attendance.

ROLL CALL

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

PRESENT	BOARD MEMBER	NOT PRESENT
✓	Michele Abraham (South Carolina)	
✓	Mike Bowman (Delaware)	
✓	Carl Brown (Washington DC)	
✓	Jennifer Deamud (Michigan)	Open seat
✓	Laura Fine (Arkansas)	
✓	Marquise Jackson (San Diego)	
✓	Kristin Johnson (Northern CA)	
✓	Steve Lawrence (Houston, Texas)	
✓	Linda Rossi (Vermont)	
✓	Lisa Shimkat (Iowa)	
✓	Tee Rowe, America's SBDC	

SECRETARY'S REPORT/APPROVAL OF THE MINUTES – Minutes of the March, 2020 BoD meeting were sent out by e-mail. Michele asked for a motion to approve the minutes. Motion to approve from Lisa, with a 2nd from Carl. The Board voted unanimously to approve.

CHAIRMAN'S REPORT

Michele said that her report would be short. She expressed gratitude for everyone's efforts in light of the COVID-19 pandemic.

Michele said the Liaison Calls have been very beneficial. We will continue to have them for a while.

Michele and Linda have had conversations with Allen and George and received the Terms and Conditions on Friday at noon. The Terms are 25 pages, for a 7-page Notice of Award. Michele has already made notes on items that are not clear. Membership should send their questions to Michele and she will send to George.

Michele asked the Board, "Where do we stand with getting proposals in right now?" A discussion ensued. Many states and regions had already gotten their proposals in or were on the cusp.

Michele concluded her report by mentioning that Board Initiatives have taken a backseat over the past few weeks- budget, strategic planning, etc. Once the COVID-19 emergency subsides some, we will get back to these items.

TREASURER'S REPORT

Marquise also gave an abbreviated report. He shared that financials for March are clean. Some networks have crossed over the 60 days past due on their membership dues. To help ASBDC staff, Marquise will send out a general reminder and ask when to expect payments.

Financials related to the conference need to be reviewed soon and a decision about having the in-person conference must be decided. A discussion ensued among the Board and Members. There was general agreement among the comments that states and regions would not be able to or comfortable with sending people to conference this year. Tee and Marquise will be discussing shortly and a decision to stay/cancel will be made by June 1, 2020.

The Association put forward a proposal for the SBA's solicitation of a website and learning platform (in conjunction with the WBC). Most of Christian's salary is part of the proposal; he will be working with the vendors and membership to collect and curate content. Lisa asked that a copy of the proposal go out to all the Membership.

PRESIDENT'S REPORT

Tee shared that the government ran out of money for PPP and EIDL. They will vote for more money tomorrow in the Senate, and Wednesday in the House.

Everyone should have received a questionnaire from Alex, from Valasquez's office. Thank you for responding. They can't have hearings right now, so the survey information is helpful to them.

Tee wants to set up a conference call with the Inspector General to discuss the upcoming audits. Tee said, "Everything that has been going on has been colored by the IG leaning over our shoulder. It is necessary that we pin them down some instead of wondering where the shoe is going to drop."

Tee then talked about the learning platform and website project. We have to do the centralized information platform and the training platform as one big lump. He sent the proposal to everyone on the Board—and will send to everyone in Membership. I'm going to work with SBA to make sure there is room in the funding for managers of the LMS system. We will include membership when we are gathering training curriculum. Tee expressed that it doesn't make sense for this project to just be a 2-year thing... will want to keep it going after 2 years. He believes it will be valuable, particularly for disaster situations. 70% of Christian's time is included, some time from staff included. Tee has asked for sole source authority for the project. He is planning on hiring a comptroller who will handle the money.

Mike Myhre expressed deep concern about the \$20 million project. Tee replied. "I'm open to suggestions." Michele commented that Tee wrote the proposal in 2 days with the WBC. The goal was to keep things open enough to make adjustments.

Lisa commented that we need a vision for the next 6/12 months...we need to be strategic.

NETWORK LIAISON REPORTS

All the Board Members expressed that the Friday meetings were beneficial. Individual report outs did not occur.

Michele asked the Board if they had asked their liaison groups about which hosts would be waiving the 15% indirect on the Cares Act awards. General discussion ensued. It was a very mixed response. Christian said it will be interesting to see what the SBA is going to do about the requests.

FURTHER DISCUSSION ABOUT CONFERENCE

Tee stated that conferences are being cancelled all over the place. He'd like to hold off for a little while and review what is going on for virtual conferences. He said he was not optimistic, but doesn't want to call the conference now, and then have to play catch up with sponsors, etc. I'd like to wait and make the call on June 1st. Kristina Joyce suggested a survey of membership sometime soon. Lisa asked how about discussing conference attendance at Friday's calls? Laura mentioned that many will have travel restrictions from our hosts. Marriott is working with us at this point.

COMMITTEES AND INTEREST SECTIONS

Linda- Leadership: The group is committed to being of assistance to new members regardless of how busy we all are with the COVID situation.

IMPACT SURVEY

Tee is concerned about the timing. We don't want to do it right when SBA runs out of money. At this point it will be fall before we do it. Still need to do it. Next year, tie to COVID. We will have to rework the questions. Still do '18 clients, but consider doing something different next year. Some of the Board don't want to skip a year. Mark Delisle suggests skipping a year or two and/or repurpose the whole survey. Agreement that it needs to be a different survey. This is not an issue with Accreditation.

CYBERSECURITY UPDATE

Charlie gave a detailed update.

MTG WITH THRYV REPRESENTITIVES

Thryv representatives gave an overview of the survey responses and the survey tools. Surveys will continue through summer.

NEW BUSINESS

Mark Petrilli asked, “Did they (George or Allen) say they are going to make us keep a spreadsheet for something?” A brief discussion followed. There was a lack of clarity. Michele said she would follow up.

ADJOURN

Mike made a motion to adjourn at 6:11. Linda seconded the motion. All were in favor and the motion passed.

UPCOMING BOARD MEETINGS:

3rd Monday of the Month at 3:30pm Eastern

May 18

June 8 (tentative)