



BOARD OF DIRECTORS BOARD MEETING MINUTES

Aug 17, 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 3:33 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	COMMENTS
✓	Michele Abraham (South Carolina)	
✓	Mike Bowman (Delaware)	
✓	Carl Brown (Washington DC)	
✓	Laura Fine (Arkansas)	
✓	Marquise Jackson (San Diego)	
✓	Kristin Johnson (Northern CA)	
✓	Steve Lawrence (Houston, Texas)	
✓	Beth Melnik (Georgia)	
✓	Linda Rossi (Vermont)	
✓	Lisa Shimkat (Iowa)	
✓	Tee Rowe, America's SBDC	

SECRETARY'S REPORT/APPROVAL OF THE MINUTES – Minutes of the July 2020 BoD meeting were sent out by e-mail. No changes were offered. Michele asked for a motion to approve the minutes. A motion to approve came from Lisa with a second from Steve. The Board voted unanimously to approve.

CHAIRMAN'S REPORT

Michele said most items will be discussed more later. She asked Tee to please talk about the conversations he has had about making the CARES funds supplemental.

SBA is looking for feedback for what to cover at the fiscal and program presentations at conference. Send feedback to Michele.

SBA has been going through their first wave of IG interviews. They have been reviewing documentation and processes created by George. They have indicated that they will be getting around to the centers soon.

Michele said she has been talking more with George about questions raised but not answered to our satisfaction... whether SBDCS could put all capital infusion into core program, etc. George says COVID related needs to be COVID. George needs to be able to show numbers for each program, but they are going to try to share everything in the totality. He mentioned that when they set goals for 2021 there was pressure from someone to increase goals. They did not. In 2022 they will increase goals. Expect this.

Michele asked Tee to talk through protocols for the ASBDC Board election process.

TREASURER'S REPORT

Marquise shared that accounts receivable was 85% collected.

The Balance sheet shows reserves total at \$1.75 million.

Lisa- on balance sheet- what is the \$1.6 million on other liabilities? Marquise will check and get back to everyone.

Marquise asked Tee to share the latest numbers from conference.

PRESIDENT'S REPORT

Tee shared that Congress is coming back in- at least the house is- to complain about the postal service.

Negotiations on COVID package 4 haven't gone anywhere.

As far as the supplemental language goes- we have support in the house, it is silent in the senate. They want to track how the money is spent. We will keep working on that. Don't know how far it is going to go. Tee will keep plugging on that.

The Association Grant- still haven't had the meeting with IG yet. They are doing this real time.

Conference, Board meeting, etc.- everything will be virtual. Sept 21st we will have a longer Board call- 12-4pm (Eastern). This call could go as late as 5pm. Oct 1st we will have the Membership Meeting by zoom. The new OSBDC Advisory meeting would like to meet with us. For the Board election, we will be using something like survey monkey. Everyone will have a unique code to submit their vote.

There is a lawsuit in CA- they have extended the time to respond. No one else has responded besides us. I don't know if Mike Daniel or the District Director got served. The complaint is about curriculum ownership. We are continuing on with strategy that ASBDC doesn't do this—we don't set curriculum.

We've got the RTPT meeting coming up. It is in alpha now.

For Conference, 14 states opting for the \$25K option. We have a couple hundred registrations so far, and a few new sponsors. Trying for a special guest speaker for the keynote. Everything looks on track.

Michele: Portability is coming up soon. SBA is planning on 5 new grants, plus 11 members exercising multi-year plans.

Linda: Regarding Board elections, additional nomination can be made up to 20 days prior to the election.

LIAISON REPORTS

Linda: We are appreciating the Network Friday meetings. Folks still have questions about CARES.

Marquise: Nothing new.

Kristin: Nothing to add.

Steve: Nothing new.

Carl: He is going to have the Administrator on his radio show.

Laura: NC is going to host meeting on Sept 11.

Lisa: Iowa is in disaster mode. Prayers appreciated. We still have questions about CARES.

Mike: We have 3 fairly new directors. Cash match is becoming an issue.

Beth (ASDs): We are planning a meeting prior to conference plus a meet and greet for new ASDs in the past year.

COMMITTEE REPORTS

Accreditation: Linda- no updates

Conference: Tee- nothing additional. Presenters are recording their sessions.

Legislative: Tee- nothing new to report. Received questions from GAO about PPP and EIDL.

Leadership: Linda- Ohio will host the peer exchange. Committee is meeting next Wednesday.

Marketing: Laura- Call on Aug 11th. April spoke about the new website and how states can market that.

Operations: Steve- The group reviewed and provided feedback on the FOA.

R&D Group: Lisa- They are in a holding pattern as they transition the EDMIS. Need more guidance about supplemental versus core funding.

OLD BUSINESS

Impact Survey

First wave went out today. 4 total waves. Each week in September, except Labor Days week. Thank you to Beth Melnik for keeping the trains running on time.

A number of states didn't have logos on the letters.

Ted: Questions about the survey process. Beth: let's talk off line.

Annual Survey

Will go out beginning of September. It is very important that everyone participate.

Strategic Planning

Linda shared that the goal is to have 3-5 Objectives for the September Board meeting. A 4-column spreadsheet went out last meeting that was a summary of past work. She is going to send the doc around again. Please provide additional input by this Friday, Aug 21st. A smaller committee will frame up Objectives and bring back to the whole board on Sept 21st. Kristin, Lisa and Michele will join Linda and Christian on a subcommittee.

UPCOMING BOARD MEETING

Sept 21, 2020

MOTION TO ADJOURN

Mike made a motion to adjourn the meeting and Steve seconded. The motion carried unanimously. The meeting ended at 4:33pm