



BOARD OF DIRECTORS BOARD MEETING MINUTES November 15, 2021

*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 Chairwoman called the ASBDC Board of Directors meeting to order at 3:30pm and welcomed all in attendance.

ROLL CALL

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

PRESENT	BOARD MEMBER	COMMENTS
P	Linda Rossi –Chairwoman (Vermont)	
P	Mike Bowman (Delaware)	
P	Mark Gregory –Treasurer (Oregon)	
P	Laura Fine (Arkansas)	
P	Ted Gutierrez -Secretary (Virgin Islands)	
A	Kristin Johnson (Northern CA)	
P	Steve Lawrence (Houston, Texas)	
P	Michele Abraham (South Carolina)	
P	Linda Rossi (Vermont)	
A	Lisa Shimkat Vice-Chair (Iowa)	
P	Tee Rowe, America’s SBDC	

SECRETARY’S REPORT/APPROVAL OF THE MINUTES –

Minutes of the October 2021 Board meeting were sent out by e-mail. No changes were submitted. A motion to approve from Michelle with a second from Beth. Steve Lawrence abstained from the vote as he did not attend the meeting. The Board voted unanimously to approve, motion carries.

CHAIRWOMAN'S REPORT

- Thank you to Tee for writing the President's Report and sending out the board packets.
- Upcoming board meetings in 2022 have some date changes to Tuesdays due to different holidays and such.
- Christian still compiling network survey and may be distributed in December.
- Linda will continue to send SBA recaps; is there a value in sending them to the whole network?
 - Mark Gregory responded at times but not necessarily as a regular practice.
- Linda met with Donna and April.
 - Donna will compile a ASBDC Board Book to assist with onboarding.
 - Donna will also compile a sponsor list with all the details.
 - Discussed the ASBDC website with April.
 - Annual Reporting is top of list for April at the moment.
- Veterans and military interest groups have formed.

TREASURER'S REPORT

- Mark had a 90 minute with Tee, Donna, and Joy for better understanding of the budget history.
- \$700K in operational checking this quarter, will decrease next quarter.
- How do we balance reserves to stay ahead of a budget deficit?
- **Michelle:** How many states are current on dues and how much is left to collect?
 - **Mark:** 4 outstanding at 90 days with about \$30-\$40K to collect.
- Cash flow forecasting is what is needed to stay ahead of the budget.
- According to Donna, about 930 registrations needed for breakeven of Fall conference.
 - Not sure about online breakeven point (at this time).
- ASBDC Foundation allows for additional supplemental income; what does that entail?
- **Ted:** When is it appropriate time to discuss other forms of revenue for ASBDC?
 - **Lisa:** it's always good to collect data and determine a sequence of events, Executive Session will be called in early December and it has to align with the strategic priorities.

PRESIDENT'S REPORT

- Congress out the past week.
- Infrastructure bill passed.
 - Implementation is the big question
- Reconciliation Bill at \$1.7 trillion
 - Waiting on Congressional Budget office to score it; once scored it goes back to Senators.
- Continuing Resolution ends December 3rd.
- Congress has about 20 legislative days until December 17th.
 - Will likely need another CR (December 3rd through March 2022?)
 - Bottom line is everything is bogged down at this point.
- SBDC Cyber Training Act does not require all Advisors to get certified.
 - Lesser of 5 advisors or 10% network wide for each network.

- Tee's trying to connect with Senator Paul for a joint roundtable with WBC's to help move reauthorization process along.

SBA update

- Tee met with Bridget from SCORE, Kuron from WBC, and Larry Stubblefield from VBOC, Yvette and Mark from SBA.
 - Good meeting will try to meet on a regular basis going forward.
- Mark Bowman testified on EDA Reauthorization; they're concerned EDA skewed against rural areas because of the job creation and other requirements.
 - Competing paradigm between increased Goals and continued focus on underserved rural areas.
- Moving the needle and goaling seems to be frozen in terms of thinking...
- Tee sent SSBDC info to network but hasn't had a real chance to review it thoroughly
- **Michele:** It does not include guidance on technical assistance, right?
 - **Tee:** not sure
 - **Michele:** did not see it...
- **Michele:** Will Cyber legislation include any funding?
 - **Tee:** \$350K for reimbursement of costs for certifications.
- Tee to attend roundtable on December 7th with AARP leadership
- IABBB MOU seems like a good fit for them and ASBDC—mutually beneficial
- Association and Foundation 990s filed this week by auditors.
- Tee will try to set up a meeting with Administrator Guzman and Terry Sutherland in February to speak to membership about Community Navigators.
- Tee attended Veteran roundtable in which some SBDC clients were there.
 - Concerns about taxes and supply chain coming out of the Reconciliation Bill.
- Tee met with Darryl and Ken Block (new President of APTAC)
 - SBDCs doing more with PTACs is a good thing
- Trying to set up a second meeting to include Dept of Transportation to get ahead of the Infrastructure Bill to assist SBDC/PTAC clients for contracting opportunities.
- No client showcase in February DC meetings due to cost and COVID-19.
- **Linda:** 3516 is a concern with the Navigators program.
- **Tee:** will send out information to network for comments.
- **Laura:** lots of negative feedback concerning confidential information.
 - Two spokes may pull out of Navigator program due to 3516
- **Michele:** Their HUB application included language included not collecting confidential information.
- Vaccination mandate
 - SBDCs not subject to vaccination mandate.
 - 5th Circuit Court of Appeals ruled OSHA mandate unconstitutional.

LIAISON REPORTS

- ASD Liaison Update?
- Beth: none to report....Keep looking at Mobilize

FINANCIAL MANAGEMENT TASK FORCE REPORT/DISCUSSION

- **Linda:** recommends another Finance Committee Mtg to hear specific proposal that will be brought to membership.
- **Mike:** need to converge not expand more input to meet the timing.
 - \$500K gap every year is the problem, will not be solved through dues.
 - Outside sponsorship/partnership is crucial to compatibility with ASBDC.
- **Linda:** dues not raised in a long time, but they need to be right-sized.
- **Steve:** agrees with everything and feedback is getting redundant.
 - Something needs to be put in place to that scaling it as funding increase so we don't have to do this over and over.
- **Michele:** agrees and feedback is consistent.
- **Mark:** need to bring this forward and consider sustainability or evergreen.

COMMITTEES and INTEREST GROUPS

- Laura suggested February meetings in person to kick-off new groups.

OLD BUSINESS

Conference

- Tee: Marriott committed to safe environment for their guests
 - Maybe presenters present live and tape their presentations in advance to be more efficient?

National Data Provider Discussion

- Michele will work with Christian and Tee: Draft RFP national data provider.

National Impact Survey

- Linda: Input has been around a request that we reevaluate our current provider & how we calculate ROI.
 - 3rd Party analysis to reduce costs?
 - 3 or 4 states do not use EIS at all....who is actually using it???
- Michele confident in Beth's judgement and thinks it is a good time to address this again to measure ROI.

NEW BUSINESS

- Laura was contacted by SBA to discuss manufacturing and had a meeting with Scott Henry and Rachel Karton.
- SBA looking to standing up a new office.
- Sherry Knoller: Suggested reducing the number of in-person offerings at conference

MOTION TO ADJOURN

Mark made a motion to adjourn the meeting and Mike seconded. No discussion, the motion carried unanimously. The meeting ended at 5:03pm.