

FOUNDATION -----FOR----- SMALL BUSINESS DEVELOPMENT

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PARTICIPANTS:

Tee, Laurie, Kim, Mike, Andrew, Al and Jim
(Unavailable: Jerry, Mark and Mary Lynn)
Quorum achieved. (5 bod members required)

Discussion re: recording of future board calls.
Approved.

Motion to approve minutes from last meeting.
Moved by Al.
Seconded by Jim.
Approved.

Financial Report.

Mike & Tee looking for time to meet in ASBDC office to work with Joy regarding FSBD financials, profit & loss, etc. Awaiting additional 34K, last installment from CitiGroup for project grant. All paperwork has been submitted by Laurie & Brett to receive transfer of funds.

Chairman's Report.

Citi project moving forward. Rhonda Abrams has delivered curriculum for trainings and will be working w/ASBDC selected trainers. Frustration w/Safeguard, the third wheel in this project. Little to no communication from their end. Laurie, Donna and Brett are troubleshooting with Citigroup and developing on plan b should it be necessary to move forward with another third partner, or alone.

Old Business.

FSBD BOD wanting time with the ASBDC BOD at the June Meeting here in Washington. Schedule Foundation BOD meeting June 11, 9-12. Lunch with the ASBDC BOD and then meet for one -two hours to discuss planning initiatives, etc.

Andrew found the Citi project fascinating. Discussion among board as to how we seek out future projects and funding revenue stream while supporting the ASBDC network and utilizing its strengths.

Tee shared our plan to expand the Citi program model nationwide. Continued with comments on economic gardening and how we are the implementers.

Discussion of Citi Groups need for community reinvestment credit for this project. In order for them to attain that credit, an event must take place in Manhattan. Discussions underway.

Targeted corporate focus. Walmart being approached as potential revenue stream with research in return.

Andrew began discuss on importance of carving out our niche and utilizing our strengths. Mike and Kim shared supporting comments.

Al began a discussion on picking 2 or 3 focus initiatives and targeting large groups, foundations, corporations for investment into our Foundation. This is a discussion to be continued at the board meeting, in person, in our strategy development session.

Mike discussed the importance of making our network members shareholders in our Foundation initiatives. Andrew discussed the collective pool of knowledge there to draw on as a resource. Identify strengths, interests and market us with that in mind as “the best” use it to drive our revenue by getting grants,etc.

Al mentioned further discussion to be had on the clarity of our mission and branding for the Foundation.

Talk with Jim about his work in youth entrepreneurship and how we can leverage that for the Foundation moving forward.

Tee and Andrew discussed GT panel with Gov. Engler and the Business Roundtable. Thought to get his comments and do proposals for 3-4 studies relating to the reliability of small business supply chain. Utilize Survey Monkey reaching out to our 10,000 + counselors.

Want survey out to ASBDC membership prior to joint board meeting in June. Want top three issue of importance | interest for work from for future strategic planning. These ideas will be used as the strategic focus of the foundation to solidify targeted projects, etc. ASBDC will have BOD call on 14 May. Al and Tee will raise the survey to be distributed.

Mike, and all, what to be clear about Foundation mission and direction relative to the ASBDC BOD so there is no overlap or spillage. No conflict. Kim followed by stating transparency if vital to the process. Andrew chimed in that the FSBD BOD should continue to be briefed on politics and other issues of the ASBDC that could be problematic. Al stated that the ASBDC must be made to understand the Foundation mission and that the Foundation is a separate body and not there for the purpose of bailing out states, etc.

New Business.

June 11 or BOD meeting in Washington, DC.

9am-12 noon meeting.

12-1 lunch with ASBDC BOD

1-3 meet with ASBDC BOD for strategic planning.

- Will plan around Andrew’s presentation schedule. So, meeting could move to 12th. TBA.

Face-to-Face FSBD BOD in New Orleans. (Tentative: Tues. 2-4)

FSBD annual board meetings will be in the spring and fall with the ASBDC meetings.

Tee dealing with Duct Tape Marketing. Do not want to blur conference issues with Foundation projects.

Discussion with Xerox continuing for possible grant | research project through Foundation.

Andrew raised possibility of assistance with travel expenses to meeting. Specifically for Mike. Laurie will work on budget with Donna.

Motion to adjourn: Jim

2nd: Andrew

Passed.