



Illinois
Department of Commerce
& Economic Opportunity

**OFFICE OF ENTREPRENEURSHIP,
INNOVATION & TECHNOLOGY**

Bruce Rauner, Governor

Illinois SBDC Advisory Board December 2, 2015 Meeting Minutes

In Attendance:

Jerry Furby, Advisory Board Chair, PNC Bank
Mark Grant, NFIB
Brian Ford, Facet Technologies, Inc.
D.R. Smith, D.R. Smith Home Interiors (Phone)
Rick Garcia for Bo Steiner, SBA Illinois District
Rosemary Swierk, Direct Steel LLC

Unable to Attend:

Bill Fleischli, Illinois Petroleum Marketers
Association
Jan Masamoto, JTM Concepts
Bruce Montgomery, Technology Access TV
Kent Thompson, Mystic Metal Movers
Jay Dee F. Shattuck, Shattuck & Associates
Karen Binder, Grand River Spirits

Non-Board Attendees

Mark Petrilli, Dept. of Commerce
Rodney Hollenstine, Dept. of Commerce
Joel Youngs – SBDC at BHC

- I. Call to order and welcome by Jerry Furby
- II. Introductions
- III. Review of the Illinois SBDC Advisory Meeting minutes from September 24, 2015.
Motion made by Mark G. and 2nd by Brian F. - Approved
- IV. Board reviewed the Illinois SBDC Network Strategic Priorities
 - Increase Relevance
 - Promote Value
 - Maximize Resources
 - Strengthen Partnerships

Network will continue to work on the strategic plan and priorities during the next few days.

Make sure the objectives and indicators are what we want to be tracking and measure
Currently Only 3 required by the SBA:

- # of new business starts
- \$ value of capital accessed by clients
- Long term clients (5 or more hours of direct assistance)

Discussion was held regarding that the impacts are the toughest to gather in IL than any other state because of added requirements.

Also discussed was 80/20 split of non-SBA loans vs SBA loans

- V. Board discussed the preliminary results of the Illinois SBDC Accreditation review conducted in October of 2015. – One condition in the Network Branding and Marketing area. Several recommendations from Accreditation Team.

The Draft report goes to full Accreditation Committee for approval. Some of the highlights and observations include:

- The strength of communications vertically and horizontally is very good
- Recommendation – elevate the use of the State Wide Advisory Board
- Ongoing process for planning recognized lot of people involved but would like to better the local centers fit into the “overall strategic plan”
- CRM – NeoSerra system provide the State Level scorecard of planning results
- Work to further the breakdown of key customer segments
- Formalize and step up the process to engage with hosts
- The requirements of the program to be recognized as one statewide network were not fully deployed and because of the inconsistency that will be the one area that we will have a condition
- Discussion was held about implementing national brand vs local brand vs counterparts in other states. Thoughts are to use the non-profit IESBGA to help with this.

- VI. Illinois SBDC Network – Center Updates

Nisha Floyd leaving NORBIC to work in Aurora for WBDC in the SBA Scale-Up program

Andrew Fogarty – will be new SBDC director at NORBIC (former director at SBDC at ICNC)

Javier Gumucio is the new SBDC ITC director at NORBIC

Host – Rock Valley did not request

Chamber of Commerce in Rockford forward on proposal

Esther Joy King is no longer with OEIT. Moved to special assistant to the Director (Note: Esther has since left the Illinois Department of Commerce)

The new Deputy Director for the Office of Entrepreneurship, Innovation and Technology at the Dept. of Commerce is Randy Kowalski

- VII. Update on Current State and Federal Budget Situation
 - Centers continue to operate, even without state funding. SBDC is awaiting word on the Federal SBDC budget. If federal budget is resolved prior to end of the year the SBDC State Office will be able to provide initial 2016 funding to the SBDCs.
- VIII. Illinois SBDC Network 2016 Request for Applications (RFA)
 - The Illinois SBDC received 45 SBDC Applications for Funding with 15 of the 45 including requests for funding of an Illinois SBDC International Trade Center.
 - The Illinois PTAC program received 16 PTAC funding request.
- IX. Next Meeting Dates – Location
 - It was decided that the next meeting will take place in March via a conference call. Date was subsequently finalized for March 22nd. Next face to face meeting will be prior to the IESBGA Professional Development Conference on May 25, 2016 at ISU in Normal.
- X. Closing – Wrap Up
 - Jerry Furby recognized Rosemary Swierk for her efforts to visit several Illinois SBDCs to learn more about the program operations. Encourages board members to be engaged and provide support for centers.