Notes from the
Entrepreneurial Leadership Center (ELC) and
Small Business Development Center (SBDC)
Advisory Council Meeting
Small Business Development Center Conference Room
Friday, May 14, 2010, 1:30 p.m.

I. Review of Meeting Notes from the November 13, 2009, Meeting: Cori Myers opened the meeting by requesting any comments/changes/additions to the meeting notes from November 13th. No changes were offered.

II. Update on the ELC Grant:
   a. Student/Community Learning Opportunities: Cori Myers referred the Council to the draft Annual Report (included with meeting materials), page 3. This report section concisely summarizes the grant activity for the year and indicates the 33 businesses were served (almost meeting 3-year goal), 98 students provided services through experiential learning, and 243 participants attended workshops/lectures/tours. She also provided a before- and after-screen shot of web site redesign completed by our technical consultant who worked with three businesses this spring. Quantitative and qualitative data from participant surveys were included on page five of the report and generally show a high level of satisfaction with respect to grant-funded learning opportunities.
   b. Entrepreneurship Concentration: Marcia Kurzynski mentioned that the concentration passed all curricular bodies and currently enrolls a few students. She explained that new courses will be offered in the fall and two additional courses in finance and sustainable small businesses will be developed over the summer.
   c. Clinton County PA Arts & Crafts Website: Marlene Jensen introduced a new project that will commence this summer in conjunction with the Clinton County Arts Council. The project intends to involve 40 local artists and craftsmen to launch or expand their business on a unified website. Each artist would control their own domain name and sales. Other potential partners on the project include the Clinton County Economic Partnership, KCNet, and LHU’s art department.

III. Update on the SBDC:
   a. Marcellus Shale: Tim Keohane updated the Council on the Marcellus Shale initiatives. He mentioned that the SBDC was trying to organize a trip to Dallas, TX to visit key stakeholders and businesses related to Barnett Shale. The trip will take place in June 2010 and should help provide some insight about how this region cultivated business and addressed needs for this industry.
   b. Tax Compliance Initiative: The SBDC has served needs of regional businesses with consulting and educational programs on tax compliance. To date, the deliverables have exceeded estimated levels and expectations (27 actual clients v. 10 estimated).
IV. **SBDC/ELC Funding Concerns:** The meeting concluded with some discussion about alternative funding opportunities. Once the ELC grant concludes, the ELC may be eligible for PASSHE ELC sustainability funds. In the interim, the faculty will consult with the LHU grants coordinator, Don Woodhouse, about potential funding sources (e.g., the Kauffman Foundation, Coleman Foundation). From the perspective of the SBDC, Tim Keohane mentioned that the SBDCs are moving to a performance funding model in which the deliverables may be more difficult to achieve in particular areas and will feel the ramifications of such model in July 2011. They have explored opportunities for merging with the Bucknell SBDC, but have decided to remain independent. Suggestions were offered to consider exploring additional partnerships for workshops and expos and USDA funds as well as grant opportunities (especially in collaboration with the ELC).