

SBDC at PBSC Advisory Board Meeting Minutes

Business Consulting Services

May 4, 2015

8:00 am

Palm Beach State College, Boca Raton Campus, Administration Building, Room 406

ITEM #1. *Welcome and Overview of the Entrepreneurship Resources at PBSC – Dr. Bernadette Russell presented in lieu of Dr. Gallon who was unable to attend.*

Discussion:

Dr. Russell addressed the roles of Corporate and Continuing Education, Academic Programs, the SBDC and the Career Center, as well as how each interacts within the ecosystem of the College as well as the business community in Palm Beach.

Action: N/A

ITEM #2. *Overview of the SBDC and the Role of the Advisory Board – Vincent Nolan, SBDC Regional Director*

Discussion:

- Vin Nolan presented an overview of the SBDC services, the 2015 Florida SBDC strategic model, the skill sets of SBDC consultants, and the economic impact in Palm Beach County, including examples of client success.
- Vin Nolan made a request for assistance from the board to advocate on behalf of the SBDC to further expand SBDC coverage and to more effectively serve the entire county. It is the goal of the SBDC and the College to broaden the geographic impact and to serve more growth companies.
- Dr. Russell and Vin Nolan requested feedback from the board to help identify opportunities, gaps and challenges within the business community in order to deliver consulting and training services that are in demand.

Data source consulted: Florida SBDC Network Annual Report (2013)

Action: Next meeting's agenda to focus on the following:

1. Targeted industry sectors of SBDC clients
2. Defining emerging markets
3. Overview of the menu of consulting tools available
4. Discussion of SBDC internal CRM system (CenterIC)

OTHER

Dr. Russell advised the SBDC Advisory Board that they are defacto members of the Business Partnership Council and invited them to participate in the future meetings.

The board will meet quarterly on Monday mornings and the next meeting will hopefully include new PBSC President. A schedule will be developed and distributed.

Attendance:

Present: Dr. Bernadette Russell, Vincent Nolan, Gary Hines, Dr. Maria Vallejo, JC Perrin, Donna Lewis, Rich Porter, Debbie Lanford, Karen Granger, Gerry Genovese, Troy McLellan, Dennis Grady, Wayne Burns, Bob Gillen.

Absent: Beth Kigel, Dr. Anita Kaplan, Malraj Sugathapala

Debbie Lanford, Scribe