

**DELTA COLLEGE  
BOARD OF TRUSTEES  
DINNER MEETING  
September 13, 2016  
Delta College Ricker Center**

**Board Present:** R. Emrich, K. Lawrence-Webster, D. Middleton, M. Morrissey, M. Rowley, E. Selby, D. Wacksman

**Board Absent:** K. Houston-Philpot, M. Nash

**Others Present:** R. Battinkoff, V. Bledsoe, L. Brown, T. Brown, W. Burns, P. Clark, E. Crane, R. Curley, R. Curry, J. Goodnow, L. Govitz, C. Greve, F. Hoffman, P. Larkowski, S. Lewless, D. Lutz, J. MacKinnon, P. McElgunn, J. Miller, M. Mosqueda, T. Nadolski, D. Peruski, G. Przygocki, L. Ramseyer, E. Randolph, K. Randolph, K. Schuler, I. Swilley, A. Ursuy, B. Webb

**Press Present:** None

Board Chair M. Rowley called the meeting to order at 6:03 p.m.

J. Goodnow started the meeting by introducing Christine Greve, Regional Director of Michigan Small Business Development Center (SBDC). C. Greve started by introducing staff members Iesha Swilley, SBDC Client Intake Consultant and Patrick McElgunn – SBDC Small Business Consultant.

She gave a brief overview of the SBDC – Great Lakes Bay Region. They have been hosted by Delta College Corporate Services since January of 2003 and are located in the H-Wing on the college's main campus. The program is entirely grant and contribution funded by the US Small Business Administration (SBA), Delta College Foundation and additional in-kind and indirect matches provided by Delta. The team consists of 3 full-time staff members and 1 part-time.

Core services provided include no cost one-on-one confidential consulting, business education, information based planning through secondary market research and technology commercialization. Customer groups include new ventures, existing businesses, growth companies and advanced technology companies. There are numerous collaborations with regional partners such as economic development organizations, chambers of commerce, incubators/accelerators, downtown development, universities, colleges, federal/state initiatives, financial institutions, lenders, accountants, attorneys, financial planners, and valuation experts.

C. Greve shared bureau of labor statistics and services provided by the SBDC for Arenac, Bay, Midland and Saginaw counties. She also shared the following:

## Great Lakes Bay Regional Results 2003-2016

4,134	Clients Counseled
40,571	Counseling Hours
718	Training Events
8,100	Event Attendees
435	New Business Starts
\$106,419,194	Capital Formation

In 2015 they received a 100% client satisfaction, where the state average was only 94%.

C. Greve mentioned some of the clients they have worked with:

- 2014 Regional Best Small Business – WhichCraft Taproom – Midland, Michigan
- 2015 Regional Best Small Business – Westside Decorating Center – Saginaw, Michigan
- 2016 Featured Small Business – Fischer Family Funeral Services – Saginaw, Michigan
- 2016 Featured Small Business – Ferne – Bay City, Michigan and Alberts General Store – Bay City, Michigan

Pending projects include “fright” house, distillery, breweries, restaurants, bowling alley, pharmacy, childcare facility/school, massage therapy, resale boutique, web design, bakery, food truck, hop farm, flower farm, flower shop, coffee roaster, sports league, entertainment venue, delivery service, consulting and farm market.

There being no further business, the dinner meeting was adjourned at 6:24 p.m.

---

Talisa Brown, Assistant Board Secretary

---

Andrea Ursuy, Board Secretary