

SCORE District Meeting Held in Indianapolis

The 2010 annual meeting of the Indiana District of SCORE was held May 12, 2010 at the Marten House located on west 86th Street in Indianapolis. Introducing the meeting was District Director



Bob Bailey who reported on the overall District performance during the past 6 months of FY2010. He emphasized the need to broaden our communication to potential clients and potential SCORE Counselors about the value of SCORE Counseling. Bob also discussed the need for strong recruiting of new members among all the Chapters. This will be necessary to meet the challenges of the new SCORE Business Plan that is being implemented nationally.

SCORE's Chief Operating Officer (COO), **Dr. Devin Jopp**, was the keynote speaker. He presented the new strategic SCORE Business Plan which emphasizes the need for increased entrepreneurship in America and how SCORE's transformational mission will help develop "*one million new businesses, one company at a time*" in America. At the Chapter level, there will be



an increased focus on leadership development, strengthening community alliances, expanded

marketing, tailored seminars, e-mail marketing, leveraging technology, etc. with a major goal of strengthening the Counselor-Client relationship. Parts of the new SCORE Business Plan are already implemented. Of particular interest were increases in support funding through Government funding and private donations.

Guest Speaker, **Gail Gesell**, Indiana Small Business Administration District Director, discussed that business loans are being made (despite some reported news to the contrary). The SBA 7(a) and 504 loans Loan Programs, with up to 90% SBA guarantees, are particularly attractive. The good news is that money is available for business loans!

During the meeting, each of the 14 active SCORE Chapters in Indiana reported on the status of their membership and their chapter's individual performance during the past 6 months.

Bob Miramonti, Chairman, reported for the Indianapolis SCORE Chapter 6. Recruitment to new members has been very successful averaging one new member per month over the past 18 months. Currently, Chapter 6 has active branches in Lafayette and Avon. New branches are expected to be initiated in Noblesville (September 2010) and in Greenwood (early 2011).