



NewsWire

January 28, 2009

HELPING ENTREPRENEURS AND BUSINESSES GROW AND SUCCEED

A joint program of the Labovitz School of Business and Economics, Natural Resources Research Institute, and Swenson College of Science and Engineering.

PROJECT GATE II

Growing America through Entrepreneurship

Have you recently lost your job through no fault of your own? Are you at least fifty years of age? Are you interested in starting your own business? If so, Project Gate II may be able to help.

Project Gate is a program sponsored by DEED, the MN Department of Employment and Economic Development, to help dislocated workers 50 years of age and older decide if they want to start a business. Project Gate does not provide loans, but does provide the opportunity to gain the skills needed to start a business.

Anyone who fits the criteria of a dislocated worker and is age 50 or older is encouraged to talk with a Dislocated Worker Program Counselor at your local Workforce Center. The counselor will enroll you in the program and have you take a pre-assessment to determine your strengths and weaknesses. You will then attend an orientation seminar given by a Small Business Development Center (SBDC) consultant.

After the orientation you and your Program Counselor will make arrangements for you to meet one-on-one with an SBDC consultant, who will work with you to determine what educational opportunities would help you get started on a business plan. This program is offered throughout Minnesota. All Workforce Centers are participating in the program and a prospective applicant just needs to

INTRODUCTION TO GOVERNMENT CONTRACTING

Presentation by Arlette Abrahamson, PTAC Northern MN Area Manager

Are you interested in expanding your market share, increasing revenues, growing your business? Have you considered selling to the government? If not, let Minnesota's Procurement Technical Assistance Center (PTAC) show you why you should and how to do it.

Topics to be covered include, but are not limited to: Identifying the government market for your goods and services; basic procurement processes and selling tools; FSS/GSA schedule program; registrations; and available resources.

INTRODUCTION TO GOVERNMENT CONTRACTING

Monday, 2/9/09 10:00 am – 12:00 pm \$25.00

HOW TO COMPLETE CENTRAL CONTRACTOR REGISTRATION

Monday, 2/9/09 1:00 pm – 3:00 pm N/C

DOING BUSINESS WITH THE CORPS OF ENGINEERS

Tuesday, 2/10/09 9:00 am – 12:00 pm \$25.00

DOING BUSINESS WITH THE STATE OF MINNESOTA AND OTHER GOVERNMENT ENTITIES

Tuesday, 2/10/09 1:00 pm – 3:00 pm \$25.00

Pre-registration is required by Friday, February 2, 2009. To register: click on the interactive links in the GOVERNMENT WORKSHOP listing or call: 218-726-7298. All workshops will be held at UMD Center for Economic Development, Technology Village, 11 E. Superior St., Suite 210, Duluth, MN

For more information, contact PTAC at: 612-259-6565 or skomrosky@meda.net. These workshops are sponsored by the UMD Center for Economic Development, Minnesota Small Business Development Centers, and Metropolitan Economic Development Association.

BUSINESS Workshops

Writing a Business Plan	01/28/2009	2:00pm-4:00pm	\$25.00
Starting a Business in MN	02/11/2009	2:00pm-4:00pm	\$25.00

get in touch with a Dislocated Worker Program Counselor to start the process.

This is a six step program to starting a business which consists of the following:

1. Contact a Dislocated Worker Program Counselor.
2. Take the "How ready am I to Start a New Business Self Assessment Tool"
3. Attend an Orientation Session at the Workforce Center.
4. Complete a "Business Readiness Assessment" with the assistance of an SBDC consultant.
5. Work with the Work Force Center Counselor and the SBDC consultant to develop an educational plan.
6. Attend the recommended skills training opportunities provided by technical service providers throughout the region, and complete a business plan.

For more information:

- **Duluth**
218-723-4730
- **Virginia**
218-728-2499
- **International Falls**
218-283-9427
- **Grand Rapids**
218-327-4480
- **Cloquet**
218-878-4414
- **Hibbing**
218-262-6777
- **TOLL FREE**
1-888-438-5627

www.mnwfc.org/field



[Writing a Business Plan](#)

02/25/2009

2:00pm-
4:00pm

\$25.00

Starting a Business in Minnesota – International Falls

2/4/09 4:00 pm – 6:00 pm \$25.00

Rainy River Community College

To register: 218-285-7722 or www.rrcc.mnscu.edu

GOVERNMENT Workshops

Introduction to Government Contracting	02/09/2009	10:00am-12:00pm	\$25.00
How to Complete Central Contractor Registration	02/09/2009	1:00pm-3:00pm	\$0.00
Doing Business with the Corps of Engineers	02/10/2009	9:00am-12:00pm	\$25.00
Doing Business With the State of MN	02/10/2009	1:00pm-3:00pm	\$25.00

COMPUTER Workshops

MS 2003 Access III - Database Relationships and Queries	02/03/2009	1:00pm-4:00pm	\$55.00
MS 2007 Access I - Basics of Database Management	02/25/2009	9:00am-12:00pm	\$55.00
MS 2007 Access II - Beyond the Basics of Database Management	02/25/2009	1:00pm-4:00pm	\$55.00
Computers 101 - Basics of Computer Operations	02/03/2009	9:00am-12:00pm	\$55.00
Computers 102 - Desktop Productivity	02/18/2009	1:00pm-4:00pm	\$55.00
Dreamweaver - Web page Design I	02/26/2009	9:00am-12:00pm	\$55.00
Dreamweaver - Web Page Design II	02/26/2009	1:00pm-4:00pm	\$55.00
Dreamweaver - Web Page Design III	02/04/2009	9:00am-12:00pm	\$55.00
Dreamweaver - Web Page Design IV	02/04/2009	1:00pm-4:00pm	\$55.00
MS 2003 Excel I - Basics of Spreadsheets	02/17/2009	9:00am-12:00pm	\$55.00
MS 2003 Excel II - Beyond the Basics of Spreadsheets	02/24/2009	9:00am-12:00pm	\$55.00
MS 2003 Excel III - Macros and Functions	02/24/2009	1:00pm-4:00pm	\$55.00
MS 2007 Excel III - Macros and Functions	02/05/2009	9:00am-12:00pm	\$55.00
FLASH I - Basics of Website Animation	02/11/2009	9:00am-12:00pm	\$55.00
Free Software	02/11/2009	1:00pm-4:00pm	\$55.00

Illustrator I - Basics of Graphic Design	02/18/2009	9:00am-12:00pm	\$55.00
InDesign I - Basics of Desktop Publishing	02/12/2009	9:00am-12:00pm	\$55.00
InDesign II - Beyond the Basics of Desktop Publishing	02/12/2009	1:00pm-4:00pm	\$55.00
Photoshop I - Basics of Digital Images	02/19/2009	9:00am-12:00pm	\$55.00
Photoshop II - Beyond the Basics of Digital Images	02/19/2009	1:00pm-4:00pm	\$55.00
MS 2007 PowerPoint I - Basics of Creating Presentations	01/28/2009	9:00am-12:00pm	\$55.00
MS 2007 PowerPoint II - Beyond the Basics of Creating Presentations	01/28/2009	1:00pm-4:00pm	\$55.00
MS 2003 Word I - Basics of Word Processing	01/29/2009	9:00am-12:00pm	\$55.00
MS 2003 Word II - Beyond the Basics of Word Processing	01/29/2009	1:00pm-4:00pm	\$55.00

QUICKBOOKS

QuickBooks	02/10/2009	9:00am-4:00pm	\$99.00
----------------------------	------------	---------------	---------

QuickBooks – International Falls

02/11/2009 9:00am - 4:00pm \$99.00
 Rainy River Community College
 To register: 218-285-7722

The University of Minnesota Duluth Center for Economic Development offers numerous workshops to help entrepreneurs and employees operate more efficiently. **All workshops are held at the Duluth Technology Village, 11 E. Superior Street, Suite 210, unless otherwise noted.** To register call: 218-726-7298, 888-387-4594 or register online: www.umdced.com/workshops.

The mission of the University of Minnesota Duluth Center for Economic Development is to assist entrepreneurs and businesses to grow and succeed.

Funded in part through a cooperative agreement with the U.S. Small Business Administration, Minnesota Department of Employment and Economic Development and sponsoring centers. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, contact: UMD Center for Economic Development, 11 E. Superior Street, Suite 210, 218-726-7298

1986 – 2009 Celebrating 23 years of excellence and also recognizing UMD's 25 year partnership with the Minnesota Small Business Development Centers

The University of Minnesota is an equal opportunity educator and employer.
 To unsubscribe to this electronic newsletter please email ced@umdced.com