



CENTER FOR ECONOMIC DEVELOPMENT

NewsWire

May 19, 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.

GREAT CUSTOMER SERVICE IS NOT GOOD ENOUGH

The Iron Range Tourism Bureau and the Lake Vermillion Resort Association are sponsoring the following workshops: **CUSTOMER READY – GETTING TO WOW** workshops, presented by *Laumeyer Human Resource Solutions*.

FORTUNE BAY CASINO

June 1, 2009

(light lunch at 12:30 pm)

1 pm – 5 pm

\$15.00 (included lunch)

MOUNTAIN IRON COMMUNITY CENTER

June 8, 2009

(light lunch at 12:30 pm)

9 am – 1 pm

\$15.00 (includes lunch)

Customers and consumers are now more demanding and discriminating. Business success will be the attraction and retention of these “picky” customers.

For more information or to register: 218-749-8161 or email: info@ironrange.org.

**REGISTRATION DEADLINE:
MAY 27, 2009**

GROW MINNESOTA Small Business Economic Recovery Assistance Program

This is a reminder to connect with the MN Chamber of Commerce’s **Grow Minnesota!** website for information on their partnership with the Pohlad Family foundation “Small business Economic Recovery Assistance” program. Here are a few key points:

- **Applications are due by May 25th**
- Local **Grow Minnesota!** contact is APEX
- Each member chamber may recommend up to 4 applications
- Awards will be paid by August 1st
- \$3 million available for employee retention and technical service grants
- Businesses may receive up to \$10,000 each for business/strategic plan assistance (SBDC is a qualified provider which must be identified in application)
- \$2 million available for short-term working capital and capital improvement short-term, low-interest loans
- Businesses need NOT be chamber members
- Businesses can only apply once and for only one category (grant or loan)
- Business must demonstrate it is viable but not bankable (e.g. qualified letter from lender)
- Opportunity to grow available funding to \$7 million with match program

You can find more information on the Minnesota Chamber website:

www.mnchamber.com/research_economy/pohlad-family-foundation.cfm

BUSINESS Workshops

Writing a Business Plan	05/27/2009	2:00pm- 4:00pm	\$25.00
SBA Lender Training	5/27/2009	9:00am- 11:00am	\$15.00

SBA LENDER TRAINING

May 27, 2009

9:00 am – 11:00 am

\$15.00

UMD CED Offices

11 E. Superior St., Suite 210

Duluth, MN 55802

Representatives from the Minnesota District Office of the US Small Business Administration and Minnesota Business Finance Corporation will be sharing information about the American Recovery Act of 2009 and how it will impact SBA Lending. To register, either click on the interactive link in the Business Workshops listing, call 218-726-7298, or visit our website at:

www.umdced.com/workshops

COMPUTER Workshops

MS 2007 Access II - Beyond the Basics of Database Management	05/27/2009	9:00am-12:00pm	\$55.00
MS 2007 Access III - Database Relationships and Queries	05/27/2009	1:00pm-4:00pm	\$55.00
Computers 101 - Basics of Computer Operations	05/28/2009	1:00pm-4:00pm	\$55.00
Computers 102 - Desktop Productivity	06/04/2009	1:00pm-4:00pm	\$60.00
Crystal Reports Basics	6/10/2009	9:00am – 12:00pm	\$60.00
Dreamweaver - Web Page Design I	06/18/2009	(9:00am-12:00pm)	\$60.00
Dreamweaver - Web Page Design II	06/18/2009	(1:00pm-4:00pm)	\$60.00
Dreamweaver - Web Page Design III	05/26/2009	9:00am-12:00pm	\$55.00
Dreamweaver - Web Page Design IV	05/26/2009	1:00pm-4:00pm	\$55.00
Dynamic Web Pages using ASP	05/28/2009	9:00am-12:00pm	\$55.00
Excel I - Basics of Spreadsheets	06/11/2009	9:00am-12:00pm	\$60.00
Excel II - Beyond the Basics of Spreadsheets	06/11/2009	1:00pm-4:00pm	\$60.00
Excel III - Macros and Functions	06/30/2009	(9:00am-12:00pm)	\$60.00
Illustrator I - Basics of Graphic Design	06/04/2009	9:00am-12:00pm	\$60.00
InDesign I - Basics of Desktop Publishing	06/16/2009	(9:00am-12:00pm)	\$60.00
InDesign II - Beyond the Basics of Desktop Publishing	06/16/2009	(1:00pm-4:00pm)	\$60.00
Navigating Microsoft Office 2007	05/21/2009	2:00pm-3:30pm	\$15.00
Photoshop I - Basics of Digital Images	05/20/2009	9:00am-12:00pm	\$55.00
Photoshop II - Beyond the Basics of Digital Images	05/20/2009	1:00pm-4:00pm	\$55.00
MS 2007 PowerPoint II - Beyond the Basics of Creating Presentations	05/21/2009	9:00am-12:00pm	\$55.00
PowerPoint I - Basics of Creating Presentations	06/10/2009	1:00pm-4:00pm	\$60.00

*Beginning JUNE 1, 2009, the price of our computer workshops will increase by \$5.00 per workshop. The price of our business workshops and QuickBooks will remain the same.

PowerPoint II - Beyond the Basics of Creating Presentations	06/24/2009	(9:00am-12:00pm)	\$60.00
Word I - Basics of Word Processing	06/03/2009	9:00am-12:00pm	\$60.00
Word II - Beyond the Basics of Word Processing	06/03/2009	1:00pm-4:00pm	\$60.00

QUICKBOOKS

QuickBooks	06/09/2009	(9:00am-4:00pm)	\$99.00
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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.
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