

NewsWire

June 30, 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.

IRS NEWS FOR BUSINESS

An Orlando man was recently sentenced to more than 22 years in prison in a \$181 million payroll-tax fraud case.

Outsourcing payroll duties to third-party service providers can streamline business operations but remember, you are ultimately responsible for paying federal tax liabilities.

www.taxtalktoday.tv The IRS has added two NEW Tax Talk Today programs. Mark Your Calendars for Tuesday, July 14, 2009 and Tuesday, October 6, 2009.

There will be a [phone forum](#) on July 15, 2009 on Collection issues, including Installment Agreements, OIC, Cobra Legislation topics, and 1099-OID schemes. The Cobra Legislation will concentrate on the Form 941, Employer's Quarterly.

At the Social Security Administration, a [New service lets employers verify Social Security numbers 24/7](#). Click here for the [Summer Issue of the SSA/IRS Reporter](#).

News you can use! Check out free e-newsletters from these

BUSINESS BREAKFAST SERIES



ALIGNING SALES AND MARKETING TODAY

7/8/09 7:30 AM – 9:00 AM \$10.00

Presented by: John Kratz and Ken Jondahl

“Best practices” on Marketing’s tactical support of Sales with the goal of achieving today’s revenue targets with today’s product/service offerings. The root cause of the problems between Sales and Marketing is a lack of a common language and defined process for gathering knowledge about how customers actually *use* product/service offerings to achieve goals, solve problems, and satisfy needs.

Presentation participants will leave with a 3-step process for improving Marketing’s efforts at communicating with prospective buyers, enabling Sales to engage *qualified decision makers* in meaningful, and *relevant*, business conversations.

THE LEASING PROCESS

7/29/09 7:30 AM – 9:00 AM \$10.00

Presented by: Rachel Johnson, F.I. Salter

There’s more to know about selecting a space for your business than most business people realize. So often, landlords and tenants find themselves looking for guidance because something has gone wrong during the course of a lease. This presentation will provide an overview of the leasing process with a comprehensive look at all the aspects you should be aware of.

Information covered will include:

- **Determining Space Requirements/Analyzing Needs**
- **Surveying the Market-What’s Available?**
- **Selecting Qualified Properties**
 - Location/Amenities
 - Service Requirements
- **Tour**
 - Technical Property Review

IRS News for Business (cont.)

organizations:

- [Internal Revenue Service](#)
- [SCORE](#)
- [Small Business Administration Advocacy](#)
- [U.S. Department of Labor](#)
(e-mail Updates box near top right)
- [SSA W2 News](#)
- [Social Security e-news](#)
- [Discussion board](#)--Get help from the Small Business Community

A new tax center provides a centralized source for [E-Business and E-Commerce](#) related issues.

[IR-2009-51](#) Small businesses should take advantage of tax-saving opportunities included in the recovery law that are only available this year.

[IR-2009-55](#) Businesses planning to claim the work opportunity tax credit for eligible unemployed veterans and unskilled younger workers hired during the first part of 2009 have until Aug. 17 to request the certification required for these workers. [Notice 2009-28](#) provides the statutory definitions.

Business Breakfast Series (cont.)

- **Proposal Review**
 - Letter of Intent
 - Business Plan Review/Financials
- **Understanding a Lease**
 - Common Lease Terms
- **Negotiations**
 - Develop the Checklist
 - Legal Counsel Review
 - Execution of Lease Document
- **Planning/Permitting/Construction**

SEATING LIMITED

To register: 218-726-7298 or www.umdced.com/workshops

BUSINESS Workshops

<u>Writing a Business Plan</u>	07/29/2009 (2:00pm-4:00pm)	\$25.00
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COMPUTER Workshops

<u>Access I - Basics of Database Management</u>	07/16/2009 (1:00pm-4:00pm)	\$60.00
<u>Access II - Beyond the Basics of Database Management</u>	07/23/2009 (1:00pm-4:00pm)	\$60.00
<u>Access III - Database Relationships and Queries</u>	07/30/2009 (1:00pm-4:00pm)	\$60.00
<u>Access IV - Visual Basics in Access</u>	08/06/2009 (1:00pm-4:00pm)	\$60.00
<u>Computers 101 - Basics of Computer Operations</u>	07/08/2009 (9:00am-12:00pm)	\$60.00
<u>Computers 102 - Desktop Productivity</u>	07/21/2009 (9:00am-12:00pm)	\$60.00
<u>Dreamweaver - Web Page Design I</u>	07/29/2009 (9:00am-12:00pm)	\$60.00
<u>Dreamweaver - Web Page Design II</u>	07/29/2009 (1:00pm-4:00pm)	\$60.00
<u>Dreamweaver - Web Page Design III</u>	08/05/2009 (9:00am-12:00pm)	\$60.00
<u>Dreamweaver - Web Page Design IV</u>	08/05/2009 (1:00pm-4:00pm)	\$60.00

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

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<u>Excel I - Basics of Spreadsheets</u>	07/15/2009 (1:00pm-4:00pm)	\$60.00
<u>Excel II - Beyond the Basics of Spreadsheets</u>	07/22/2009 (9:00am-12:00pm)	\$60.00
<u>Excel III - Macros and Functions</u>	07/22/2009 (1:00pm-4:00pm)	\$60.00
<u>Illustrator I - Basics of Graphic Design</u>	07/21/2009 (1:00pm-4:00pm)	\$60.00
<u>InDesign I - Basics of Desktop Publishing</u>	07/30/2009 (9:00am-12:00pm)	\$60.00
<u>Photoshop II - Beyond the Basics of Digital Images</u>	07/15/2009 (9:00am-12:00pm)	\$60.00
<u>Photoshop I - Basics of Digital Images</u>	08/13/2009 (9:00am-12:00pm)	\$60.00
<u>Photoshop II - Beyond the Basics of Digital Images</u>	08/13/2009 (1:00pm-4:00pm)	\$60.00
<u>PowerPoint I - Basics of Creating Presentations</u>	07/28/2009 (9:00am-12:00pm)	\$60.00
<u>PowerPoint II - Beyond the Basics of Creating Presentations</u>	07/28/2009 (1:00pm-4:00pm)	\$60.00
<u>Word I - Basics of Word Processing</u>	07/09/2009 (1:00pm-4:00pm)	\$60.00
<u>Word II - Beyond the Basics of Word Processing</u>	07/16/2009 (9:00am-12:00pm)	\$60.00

QUICKBOOKS

<u>QuickBooks</u>	07/14/2009 (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.umdcad.com/workshops.