

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.

BUSINESS BREAKFAST SERIES



The LEASING PROCESS

July 29, 2009
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 Properites
- Tour – Technical Property Review

Biz owners still hurting, but gaining optimism

By Emily Maltby, CNNMoney.com staff writer

Sales and employment fundamentals are grim, but small business owners are starting to see a glimmer of light ahead.

The fundamentals of their businesses are still bad, but for the first time since last year small business owners are hopeful that economic conditions will soon improve, according to a new survey by the National Federation of Independent Business.

NFIB's monthly "optimism index" rebounded to 86.8, up 5.8 points from April's reading, which marked the second lowest in the survey's 35-year history. Eight of the index's ten components improved, lead by big gains in business owners' expectations that the overall economy and their own company's sales will get better in the next three to six months.

"The most important thing for business owners is that someone is coming in their door," said NIFB Chief Economist Bill Dunkelberg. "They are seeing some more people right now, and they're hoping that that will continue. If it does, we'll see those soft indicators turn into hard indicators."

The survey's hard indicators are still grim. Employment, capital spending, inventories, sales and earnings are still at historically low levels according to the NFIB's poll of 1,794 small business owners. Just 4% of those surveyed increased employment at their company within the last three months, while 30% reduced it.

Despite a marginal improvement from last month's reading, a majority of business owners said their sales have fallen in the past three months. A record-high 11% reported reducing compensation for their workers, and inventory stockpiles hit a new record low.

"But they have apparently seen something," Dunkelberg said of the survey's finding that business owners' outlook is growing more optimistic. A majority of those polled still expect poor sales for the next three months, but this month's survey saw a 20-point rise in the percentage of business owners expecting their sales to improve in the next quarter. For the first time since October, there are more owners who believe general business conditions will improve than who think that they will worsen.

The Leasing Process (cont.)

- Proposal Review
- Understanding a Lease
- Negotiations
- Planning/Permitting/Construction

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

ENERGY CONSERVATION A Sound Investment for Any Economy

August 19, 2009
7:30 am – 9:00 am
\$10.00

Presented by Tim Gallagher,
Minnesota Power

Business Breakfast Series, Rethinking Business Strategies, is an opportunity to hear from experts and discuss topics that will help you rethink some of your business strategies. Join us for coffee and continental breakfast.

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

Business Owners Still Hurting (cont.)

"While the numbers aren't great, they're definitely an improvement," Dunkelberg said.

The NFIB is comparing the data collected from this recession to the readings it recorded in the early 1980s. Dunkelberg believes that while the optimism index from month to month may wobble, it will generally continue to go up from here.

"We won't know for sure until we have hindsight, but I predict the private sector is starting to heal itself," he said.

IRS NEWS FOR BUSINESS August 2009

- The following events are in the works. Subscribe to [E-News for Business](#) for particulars:

Date	Topic	Type
August 19, 2009	Identity Theft	Phone Forum
September 16, 2009	Form 8300	Webinar
October 2009	Homebuyer's Credit	Phone Forum
November 2009	Cash Income	Webinar
December 2009	International Tax Issues	Phone Forum

- [IR-2009-64](#) The IRS is publishing three [tax tips](#) per week this summer. See them online or sign up for a subscription. For example, Tax Tip 2009-02 is [Top Seven Tips for Taxpayers Starting a New Business](#).

- [Marketing flyers and posters](#), in both English and Spanish are available to you. Topics include energy, home, Making Work Pay, and vehicle credits. The [Energy Star web site](#) has information about energy tax credits.

EMPLOYERS:

- Steer employees to the [IRS Withholding Calculator](#) or Publication 919 to ensure they are having the correct amount withheld for Federal taxes, especially due to changes in withholding tables this year that resulted from the Making Work Pay credit. They should check their withholding if they have more than one job, received a pension, received a \$250 recovery payment check and work, are married and both spouses work, or are claimed as a dependent.

- [Employer-provided cell phones](#): See Commissioner Doug Shulman's statement.

- [Webinars and podcasts](#) are available on Proper Worker Classification and other topics.

- Get new and updated information about [S Corporations](#), including
 - [Compensation and medical insurance issues](#)
 - [Employees, shareholders and corporate officers](#)
 - [S Corporation stock and debt basis](#)

IRS News for Business *(cont.)*

- [Headliner Volume 267](#): Tips for Proper Employment Tax Treatment of Part-Time or Seasonal Workers

- View the summer edition of the [Employee Plans News page](#)

TRUCKS: [Volume 268](#): IRS reminds filers reporting 25 or more vehicles on Form 2290, Heavy Highway Vehicle Use Tax Return, which they are required to file electronically. Find approved [software providers](#) for Form 2290 e-file.

CHILD CARE: A new Audit technique guide for [Child Care Providers](#) is available

Register early for upcoming Business and Computer Workshops at: 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 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>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
<u>InDesign I - Basics of Desktop Publishing</u>	07/30/2009 (9:00am-12:00pm)	\$60.00
<u>InDesign II - Beyond the Basics of Desktop Publishing</u>	08/06/2009 (9:00am-12:00pm)	\$60.00
<u>Navigating Microsoft Office 2007</u>	08/04/2009 (1:00pm-4:00pm)	\$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

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

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