



## CENTER FOR ECONOMIC DEVELOPMENT

# NewsWire

December 22, 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.



## TALKING ABOUT OUR GENERATIONS

The Minnesota Council for Quality invites you to attend the January 19 Twin Ports Performance Excellence Network. Jon Obrecht will be speaking about the four generations of workers who are side-by-side in the workplace for the first time in our history. Traditionalists, Baby Boomers, Generation Xers, and Millennials have preferred ways of managing and being managed. And, because of the shared experiences, employees of similar ages often bring common approaches to the workplace.

**Speaker:** Jon Obrecht,  
Owner of Express  
Employment Services

**Date:** Tuesday, January 19, 2010

**Time:** 7:00 am Network/Breakfast  
7:30 – 8:30 am Discussion

**Location:** UMD CED,  
11 E. Superior St., Suite 210,  
Duluth, MN 55802

## SMALL BUSINESS EDUCATION SCHOLARSHIP NOW AVAILABLE FOR NORTHEAST MINNESOTA AND NORTHWEST WISCONSIN

The Small Business Education Scholarship is expanding its reach beyond the Twin Ports. The scholarship, which was established to assist business entrepreneurs to get the skills they need to grow and prosper their new or expanding business - is now available to business people within the entire geographic service area of the Community Foundation.

The fund was initially set up in 1987 to benefit business people within the cities of Duluth and Superior. Since then, the fund has seen considerable growth, thus allowing an expansion to the entire geographic range of the award to include all of Aitkin, Carlton, Cook, Itasca, Koochiching, Lake and St. Louis counties in Minnesota and Bayfield and Douglas counties in Wisconsin.

Small Business Education Scholarship Committee chair Bob Mars Jr. says of the change, "we've always known that there are budding entrepreneurs outside the cities' borders and now, thanks to the growth of the fund over many years, we are able to offer them assistance to make their business goals a reality."

The Small Business Education Scholarship provides 'tuition assistance to strengthen the management skills of those in small business.' Eligible candidates are small business entrepreneurs, family members and key employees of businesses who have been in business for six months and who may potentially employ at least three full-time-equivalent employees. Financial need is not a factor in the selection and awards can cover up to 80% of the tuition costs up to a maximum of \$1000.

Previous recipients have used their scholarships to enroll in classes at local schools and business development centers including the Northeast Entrepreneur Fund, UWS's Small Business Development Center, UMD's Center for Economic Development, Lake Superior College and WITC. Typical classes have included, "How to Start a Business," "Recordkeeping for Small Business" or "Covey's Seven Habits for Small Business Managers." The selection committee urges people to explore and apply for assistance for a wide range of business related classes.

## TALKING ABOUT OUR GENERATIONS (cont.)

**Cost: \$0 members; \$20 non-members**

**To register, contact:**

[brian.lassiter@councilforquality.org](mailto:brian.lassiter@councilforquality.org)

## SPECIAL OFFER:

The first 10 people to contact UMD CED by phone or RSVP on FaceBook will receive a complimentary registration to this session. 218-726-7298 or toll free: 1-888-387-4594

## SMALL BUSINESS EDUCATION SCHOLARSHIPS (cont.)

Applications for the Small Business Education Scholarship can be found in the grants and scholarships portion of the Duluth Superior Area Community Foundation's website:

<http://www.dsacommunityfoundation.com/>

Applications must be submitted at least one month before the first day of the class.

For questions regarding the scholarship, contact David Hammer, chief administrative and scholarship officer at the Community Foundation at: [dhammer@dsacommunityfoundation.com](mailto:dhammer@dsacommunityfoundation.com) or 218.726.0232.

## THE WEEK AHEAD



### LUNCH WITH THE BETTER BUSINESS BUREAU Series

#### Top 10 for 2010! New Year Resolutions for Your Business

01/11/2010  
(11:30am-1:30pm) \$25.00

Join Lisa Jemtrud, Director of Outreach and Industry Services at the Minnesota Better Business Bureau, to hear about their newest must-do list for businesses (including some great steps that don't cost a thing)! Lisa will talk about checklists and resources on topics such as protecting customer data, avoiding scams, putting ethics in your business plan, and partnership with the Better Business Bureau. *Lunch is included.*

### COMPUTER Workshops

#### Excel III - Macros and Functions

01/06/2010  
(9:00am-12:00pm) \$60.00

Delve deep into the power of Excel. Use powerful functions (countif, trim, ceiling, lookup, subtotals, and more) to extend your functions, create macros by recording keystrokes and then updating the Visual Basic code. Information on Pivot Tables, screen layout, Excel Options, and best practices.

#### Access IV - Visual Basic in Access

01/06/2010  
(1:00pm-4:00pm) \$60.00

Manipulate data in your database using Visual Basic. Covers elements, dealing with datasets, higher-level error checking (checking against multiple items), and basic programming structures (statements, loop, and logicals). Programming experience is not required.

#### Dreamweaver - Web Page Design III

01/07/2010  
(9:00am-12:00pm) \$60.00

(Prerequisite: Web Page Design II) Work with advanced web site creation features available in Macromedia Dreamweaver MX, including libraries, behaviors and advanced site management techniques.

#### Dreamweaver - Web Page Design IV

01/07/2010  
(1:00pm-4:00pm) \$60.00

(Prerequisite: Web Page Design III) Build a sample web site in this hands-on workshop for an opportunity to apply your acquired skills in a "real world" situation.

## QUICKBOOKS

### QuickBooks

01/05/2010  
(9:00am-4:00pm)

\$99.00

Covers the basic functions of this number one selling small business accounting program. In addition to this day- long workshop, receive the QuickBooks learning guide.

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](http://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

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