We believe that the concentration of University programs, activities, and facilities at our new urban location will be a powerful magnet to attract new commercial development opportunities to the community.

We think the time is good for a multi-tiered, economy-centered vision for North Minneapolis neighborhoods: a vision that builds on the community’s strengths and assets; on its organizations, institutions, businesses and stakeholders. Our Office can play a significant role not only in providing programs and resources that help to support the needs, interests and developmental activities of the community; but also in driving economic development activities that support multiple-corridor development and connect and benefit public, private and community stakeholders through a triple bottom line approach. Many people don’t realize that corridors like Plymouth, Penn and Broadway have a tremendous influence on the surrounding community and its neighborhoods and this (continued on page 3……….)
Programs for local small businesses and nonprofits gearing up for spring

The Office for Business & Community Economic Development offers the Management Assistance Program (MAP) for Small Businesses and the Management & Technical Assistance Program (MTAP) for Nonprofits to improve the quality of life in Minnesota’s urban communities by enhancing the overall performance and building capacity of the businesses and nonprofits that serve such communities. Businesses and nonprofits send in detailed project proposals, and are matched with U of M graduate students who develop a plan to meet the requested needs of the organizations. Fall semester projects are currently underway, with roughly two-thirds of this semester’s projects being IT-related. The deadline for spring semester projects is January 18, 2011, for interested businesses and nonprofits to apply with a specific 50-60 hour project for a graduate student to complete over the semester. Organizations have received assistance in the past in the areas of fund development, marketing plan development, market research & analysis, accounting, demographic studies, human resources and web design, just to name a few. Businesses and nonprofits must meet certain requirements and fill out an application to qualify for MAP and MTAP; check out bced.umn.edu/MAP or bced.umn.edu/MTAP for more details.

U of M graduate students should consider applying to the MAP or MTAP programs to serve as consultants to a local business or nonprofit. For their work over the semester, student consultants receive a stipend at the completion of their projects. For more details on requirements, and to apply as a student consultant, see bced.umn.edu/Student_Opportunities. The application deadline for student consultants is January 28, 2011.

For more information on MAP and MTAP, check out bced.umn.edu, or contact Nedy Windham at windh003@umn.edu or 612-625-2053.

BCED’s Annual Construction Expo a success

The Construction Expo was held on October 7 at Coffman Memorial Union on the University of Minnesota East Bank campus. There were 50 exhibit booths and approximately 300 attendees, including 200 people who attended the AIR Awards Luncheon. Stahl Construction was recognized as the General Contractor of the Year for their accomplishments in including women and people of color in the UROC project and the Duluth Civil Engineering Building. Alicia Belton, the Principal of Urban Design Perspectives, received the Stellar Award for Subcontracting; Chris Juarez from Electronic Office Environments received the Small Business Stellar Award. The Expo was an excellent opportunity for business owners and subcontractors to interact with general contractors and University decision-makers regarding current and upcoming construction projects. Comments received were very positive and attendees are looking forward to the next Construction Expo in 2011. Additional Expo pictures are on our website at www.bced.umn.edu.

Entrance to the Construction Expo 2010.

Businesses and U departments awarded for outstanding performance

On October 7, over 185 people representing women and minority business owners, general contractors and the University gathered to celebrate the success of women and minority businesses during the third annual Awards, Incentive and Recognition (AIR) Awards Luncheon. The AIR Luncheon recognizes those businesses, corporations and University departments that have shown a demonstrated and exceptional commitment to the mission of community and economic development. In addition to the businesses listed in the “Construction Expo” section above, IBM and four University departments, including Gopher Athletics, were also awarded. Businesses were recognized for exceeding the University’s expectations for service and business inclusion while departments were recognized for doing an exceptionally high amount of business with diverse suppliers. Also recognized was Karen Tripplett, Director of Purchasing Services at the University of Minnesota, for her instrumental role in crafting an inclusive procurement process at the University. Congratulations to all AIR awardees and thank you to everyone who helped us celebrate their successes.

Welcome La Loma Tamales to the TCF Bank Stadium!

La Loma Tamales is a small, minority-owned company that started catering to various University departments in 2009. Already having three successful restaurants in Minneapolis, La Loma Tamales had developed a great business model for a stadium style venue – one capable of serving up to 400 people in a two-hour span. After meeting with University Dining Services and Aramark Food Services, the groups that manage food services on campus, La Loma signed on to a vending contract for this season. Next time you’re at “the Bank,” stop in for a great meal.
Director's Cut (continued from front)

influence can positively or negatively impact the social, cultural, political, educational, and religious systems that are within this community.

Creating a firm economic base on the local level in North Minneapolis that connects to the regional economy not only fosters development along these major arteries but also stimulates revitalization and creates new economic and social opportunities for its residents. The University of Minnesota's Office for Business & Community Economic Development is committed to supporting positive community change that extends across neighborhoods, across ethnicities and cultures, and across organizational and governmental boundaries, thereby providing tremendous benefits for young people, families, and other individuals who need these benefits most.

Sincerely,
D. Craig Taylor
Executive Director, Office for Business & Community Economic Development and the Business & Technology Center

BAP computer labs open around Twin Cities for FREE access and trainings

Effective September 30, 2010, all of the proposed Broadband Access Project (BAP) labs are open to the public! The BAP provides training to underserved communities in hopes of promoting the use of technology to access education, healthcare, workforce preparation and community revitalization resources for residents in four federally designated poverty zones in the Twin Cities. For more information on the BAP, and locations of the eleven labs, visit uroc.umn.edu/programs/bap.html.

As we have successfully completed the first phase of the project, team members are now hard at work to increase awareness. Recent examples of community outreach include events: the Up and Rising Festival at Sabathani, and the Re-Invest in North event hosted by Project for Pride in Living (PPL).

Please help us to spread the word! We are looking to generate audiences for our publicly available computer labs and free training classes. Classes, ranging from Computer Basics to Microsoft Office to Resume Writing, are FREE to local community members, small business owners, and nonprofit groups.

The lab at the Church of St. Philips (2507 Bryant Avenue North, Minneapolis) offers Microsoft Excel classes on November 3 (1:30pm-3:30pm) and November 10 (3:30pm-5:30pm) and trainings on Microsoft Word on November 5 (10:00am-11:00am) and November 12 (1:00pm-2:00pm). Again, these trainings are free and available to the public.

Anyone interested in scheduling FREE computer training sessions should contact Cheryl Vanacora at 612-624-9948 or vana0043@umn.edu. Also, keep an eye out for the new BAP website, www.bap.umn.edu, which should be up by the end of 2010.

Three youth enterprises launch from B-Tech Center

In the mid-afternoon when the Business and Technology Center (B-Tech Center) shuts down, youth entrepreneurs Tezzaree Champion and Makees Upton religiously come to B-Tech to strategize and prepare for the first day of tutoring with third, fourth and fifth graders. Since August, the two have prepared a formal business plan, financial statements, marketing materials and a business pitch to get A and B Smart Tutoring off the ground.

Both of them are ‘A and B’ students who reside in North Minneapolis and decided to launch their social enterprise out of the need to help children and their families excel.

In addition to Tezzaree and Makees of A and B Smart Tutoring, Immanuel Jones, CEO of Eco City Farming, and Unique Frazier, of the North High School Spirit Store, have become B-Tech regulars in their quest for an entrepreneurial breakthrough.

Spending time launching their businesses at a young age has taught them important life lessons about hard work and perseverance while balancing school and entrepreneurship. But aside from the challenges, these four youngsters agree; the time to start something has never been better.

Business Development Services celebrates success, training initiatives

Over the past few months, Jeffrey Seltz, Manager of Business Development Services at the B-Tech Center, has been busy designing and developing the programs and services that we will offer (and in some cases currently are offering) to small business owners. This work includes providing technical assistance to clients, developing a new series of workshops to help small business owners grow their businesses (set to launch by January, 2011), as well as collaborating with a team of second-year MBA students at the Carlson School of Management to help develop a small business development program.

In order to build a stronger network of resources, Mr. Seltz has also been building relationships with University faculty and students and local business professionals. With the graciously assistance and support of the University’s Office of Business Relations, the Hispanic Chamber of Commerce, and the Women’s Business Development Center, our office has been able to make dozens of valuable contacts in the broader business community.

In addition to our gratitude for the strong support we have received thus far in reaching out to University faculty and staff and local business professionals, we have also been impressed with the accomplishments of some of our clients. For instance, since July, 2010 we have assisted Mrs. Jane Mahowald, owner/founder of Assure Shipping, LLC, with writing a business plan, meeting with local banking contacts that Mr. Seltz has made, and connecting with a business mentor. We have also helped coach and mentor Mr. James Robinson, owner/ founder of M&R Janitorial Services, LLC, who was recently subcontracted to provide floor maintenance in ten of Walgreens’ stores; he has worked with us since June, 2010.

To help us coach some of our clients, a SCORE consultant has been coming in once a month. Our clients have been pleased with the SCORE consultant’s knowledge and support.

Our current plans include offering another Internet Marketing Seminar on November 10, due to the popularity of past Internet Marketing workshops. Please see the Events section for details on that workshop, and keep an eye on facebook.com/umbtechcenter for other workshops as the final schedule is solidified.
Local small business profile: Electronic Office Environments

Military veteran Chris Juarez founded Electronic Office Environments (EOE) in 1983. Chris realized that the increasing use of computers in the workplace would require careful attention to ergonomic factors to ensure a healthy work environment. Chris started a company that specializes in ergonomic seating and office furniture to create a comfortable, user-friendly environment for every customer.

EOE’s long term success is a result of experience and excellent personal customer service. Our ability to provide a wide range of new, and traditional, quality products has allowed us to hold contracts with the University of Minnesota, the State of Minnesota, Medtronic, 3M and Wells Fargo.

EOE received the University of Minnesota’s 2010 Stellar Award for Small Business Supplier of the Year. For projects including the Urban Research and Outreach/Engagement Center (UROC), the Medical Bioscience Building, and the Broadband Access Project.

EOE continues to look towards the future by providing products that are environmentally responsible, including new products that reduce our environmental footprint, such as:

- Mini computers that run on only 10 watts of energy compared to 400 watts used by traditional desktop computers
- EcoSmart Exit Signs that consume less than 2 Kwh of energy compared to 44Kwh of energy consumed by standard LED exit signs
- Verano under-cabinet task lights, which use 20-40% less energy than comparably-sized T5 fluorescent task lights.

The University of Minnesota and EOE share a common goal of being environmentally responsible; toward this end, EOE offers GreenGuard-certified products as well as energy-saving products, which can help the University of Minnesota with its ‘It All Adds Up’ conservation program.

EOE has a history of excellent service with a knowledgeable and insightful staff. We will continue to offer a wide range of new and traditional quality products with fast and personal service.

Contact: Chris Juarez
President
Electronic Office Environments
150 Eaton Street
St Paul, Minnesota 55107
Phone: 651-224-0344
Fax: 651-224-0258
Email: eoe@integra.net

The Office for Business & Community Economic Development offers:
- AIR Program (for U of M departments)
- Broadband Access Project (with UROC)
- Comcast Cable Scholarship & Internship Initiative (for U of M undergraduates)
- Community Health Initiative (for Twin Cities nonprofits and businesses)
- Community Resident Construction Employment and Training Initiative (for Twin Cities residents)
- Construction Expo (for construction-related organizations)
- IBM Computer Training Lab (for businesses and residents)
- Management Assistance Program (for Twin Cities businesses)
- Management and Technical Assistance Program for Non-Profits
- Small Business and Targeted Business Program (Supplier Diversity Program) (for Twin Cities businesses)

The Office for Business & Community Economic Development B-Tech Center offers:
- Business Development Services (for Twin Cities business owners)
- Small Business Executive Education Program (for Twin Cities businesses)
- Small Business Seminar & Networking Series (for Twin Cities businesses)
- Youth Entrepreneurship & Leadership Development Program (for Twin Cities high school students)

Please contact the appropriate office for more information on the above programs.

Public Computer Lab Trainings - Ongoing - In Minneapolis and St. Paul (uroc.umn.edu/programs/bap.html for details and locations). The Broadband Access Project (BAP) has created public labs to provide Internet access, computer programs, and classes on a variety of topics to local residents.

BCED Computer Classes - Ongoing - See bced.umn.edu/IBM-Lab for offerings at BCED and B-Tech; classes are available on a variety of topics from Microsoft to computer literacy.

Open Consulting Hours for Registered Business Users - Tuesdays and Thursdays, 11:00AM-1:00PM - At the B-Tech Center; registered users can come in to receive assistance on a variety of business areas. SCORE will join us once each month for additional consulting help.

Global Entrepreneurship - November 1-December 16 - Twin Cities high school students will join us Monday-Thursday, 4:15pm-6:45pm, to learn business skills in a variety of workshops.

Workshops for Small Business Owners and Community Leaders - January 2011 - Keep an eye on our page at facebook.com/umbtechcenter for dates and details as the business workshop series unfolds!

Application Deadline for MAP/MITAP - January 18 and 28, 2011 - Check out bced.umn.edu for more detail on each program, including applicant requirements. U of M graduate students should also visit the website to learn how to become student consultants.

Upcoming Events

University of Minnesota
Driven to Discover™

The University’s mission, carried out on multiple campuses and throughout the state, is threefold: research and discovery, teaching and learning, and outreach and public service.

The mission of the University of Minnesota’s Office for Business & Community Economic Development is to contribute to the economic growth and development of Minnesota communities.

Office for Business & Community Economic Development
2221 University Ave SE, Suite 136
Minneapolis, MN 55414
Phone: 612-624-0530
bced.umn.edu

Office for Business & Community Economic Development B-Tech Center at UROC
2001 Plymouth Ave N, Suite 106
Minneapolis, MN 55411
Phone: 612-624-3404
uroc.umn.edu/programs/b_tech.html
facebook.com/umbtechcenter

*Sign up for the newsletter email at bced.umn.edu/BCED_ENews

Written by BCED staff except for EOE profile by Chris Juarez. Compiled and designed by Brandy Churchill. Publication date: November 2010.

© 2010 Regents of the University of Minnesota. All rights reserved. Printed on recycled and recyclable paper with at least 10 percent postconsumer material.