



**Entrepreneurs & Small Business  
Strategic Alliance Meeting  
Tuesday, January 17, 2006  
9:00 a.m. – 11:00 a.m. Self Help Network**

**AGENDA**

- I. Welcome/Meeting Objectives** Liz Auer
  - A. Goals for Today's Meeting**
  - B. December 1, 2005 Minutes –**  
Action Needed: Approval
  - C. Self Introductions**
  - D. How Alliance Benchmark & Visonering  
Mutually Benefit Each Other**
  - E. Accomplishments To Date**
  
- II. Entrepreneur/Small Business Progress** Self Help
  - A. Action Step # 1 - Supporting an Information  
Clearinghouse of Entrepreneurs** No Report
  - B. Action Step # 2 – Facilitating Education and  
Training Opportunities for Entrepreneurs  
Education Outreach Opportunity Act** No Report
  - C. Action Step # 3 - Facilitating Technical  
Assistance and Entrepreneur Mentoring**
    - 1. Mentoring Program – SCORE Roger Douthett
    - 2. Business Incubator – Quest Richard French
    - 3. High-Tech Business Incubator Trish Brasted  
Wichita Technology Corp.
    - 4. Downtown Exceleator Dan Hartman
    - 5. Questions and Answers of Presenters
    - 6. Next Steps? Action Items? Self Help
  
- III. Updates and Next Meeting**
  - A. Vision Partner Sign Up** Suzie Ahlstrand  
Orientation – February 23 (7:30 a.m. & 4:00 p.m. The Chamber)
  - B. Let Your Voice Be Heard!**  
Racial Diversity, Opportunity & Harmony  
Survey at [www.visioneringwichita.com](http://www.visioneringwichita.com)
  - C. Unified Legislative Agenda**
  - D. Mentoring Recognition**  
[www.visioneringwichita.com](http://www.visioneringwichita.com) – Mentoring
  - E. Small Business Award Program**
  - F. Goals for Next Meeting**  
February 21 – 9:00 a.m. – 11:00 a.m. Self Help

## Visioneering Wichita

### **Economic Development Foundation Vision:**

**Before 2024, the Wichita MSA will:** Be a leading community for retaining and expanding current businesses and creating and recruiting new businesses.

### **Entrepreneurs and Small Business Strategy:**

#### **1. Create an entrepreneurial and innovative mecca for direct value-added businesses by:**

- a) Building on the Wichita MSA's entrepreneurial tradition.
- b) Supporting entrepreneurs with a positive business creation environment –low taxes, regulatory friendly, customer friendly government support and legal and regulatory structures friendly to the creation of new business.
- c) Developing sources of capital from angel investors to venture capital firms including small business loans and Small Business Innovation Research Grants (SBIR).
- d) Developing an entrepreneurial network.
- e) Providing leadership/mentoring from successful entrepreneurs.
- f) Recruiting entrepreneurs to the Wichita MSA. Recognize and celebrate risk taking and successful entrepreneurs (i.e. Entrepreneur of the Year).
- g) Providing entrepreneurial education and training.
- h) Building strong small business associations to help with research.
- i) Enhancing and supporting agencies that assist with marketing and accounting issues.
- j) Providing technical assistance and incubators for entrepreneurs – a one-stop place to find available information on entrepreneurial assistance.
- k) Developing a website to share ideas and concepts that have potential for development and commercialization.

### **Entrepreneurism & Small Business Benchmark**

500 new direct value-added manufacturing jobs and 250 value-added non-manufacturing jobs\* created by small to medium-sized businesses (having 500 or fewer employees) annually for the next years. \*(250 value-added non-manufacturing jobs is goal but stretch goal is 500 new jobs created annually.)