



**Visioneering Wichita  
Entrepreneurs & Small Business Strategic Alliance  
Agenda Meeting  
March 28, 2006  
Meeting Notes**

Attendees: Dan Hartman, Ed Wolverton, Elizabeth Auer, Hoyt Hillman, Jim Holt, Laurene Gast, Mamie Jordan, Marcia Stevens, Mary Galvin, Peggy Elliott, Rosalie Bradley, Roger Douthett, Wayne Isaac, Perry Bemis, Kendall Heier, Robert Muhammed and Patrick James

Leadership Team: Elizabeth Auer, John Beehler, Roger Douthett, Peggy Elliott, Laurene Gast, Jim Graham, Margarita LaFarelle Hunt, Erik Pedersen and Steve Thomas

Next Entrepreneurs & Small Business Strategic Alliance Meeting: April 27, 9:00 a.m., Self-Help Network, 358 N. Main, Kansas Meeting Room

Minutes from the February 21, 2006 Entrepreneurs & Small Business Strategic Alliance meeting were accepted and approved.

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I. Purposes of the Meeting

- Summarize accomplishments to date
- Continue Discussion on Action Step Area #3: Facilitating Technical Assistance and Mentoring for Entrepreneurs
  - Present additional information
    - Former business incubator
    - Downtown Excelerator update
  - Present summary of all ideas generated since December discussion
  - Set priorities on all ideas identified and explored through information gathering
- Visioneering Wichita updates
- Next steps for April meeting

II. Action Step Area Discussion for Facilitating Technical Assistance and Mentoring for Entrepreneurs

At the December 1, 2005 Strategic Alliance meeting, initial ideas were identified and discussed by Strategic Alliance members, which included both specific programs and effective approaches to providing mentoring and technical assistance. In addition, informational needs were identified related to mentoring programs and business incubators. In order to address these informational needs, presentations were made by several guest speakers at the January 17, 2005 Strategic Alliance meeting by representatives from SCORE (Service Corp. of Retired Executives) representative, presented information on SCORE, the Quest Center, Wichita Technology Corporation, and the Downtown Excelerator.

Following the December and January Strategic Alliance meetings, at the February Strategic Alliance meeting, Strategic Alliance members and representatives from the minority business community continued to discuss possible ideas for providing mentoring and technical assistance

to entrepreneurs around four identified theme areas, which included: 1) a business incubator; 2) mentoring approaches; 3) information and education distribution; and 4) other (which included benchmarking and measuring outcomes, assessment, and business plan development). Discussions also included how to involve a wide range of people in the region in developing these ideas further and any related information needs.

At the March meeting, additional information was provided by Perry Bemis on Enterprise Place, a former business incubator in Wichita on its history, services provided and lessons learned. Dan Hartman provided an update on the status of the Downtown Excelsior, a business incubator forming in downtown Wichita.

Next, Strategic Alliance members reviewed a summary of all of the ideas generated on mentoring and technical assistance support for entrepreneurs and set priorities on the ideas. The ideas were prioritized as follows:

*“Quick Wins” (ideas that are easy to implement)*

- “Find 5” Program

*Strike Out*

*Grand Slam (ideas that are easy to implement with the potential for a far-reaching impact)*

- SWAT team

*Extra Innings (ideas that are more difficult to implement with a potential for a far-reaching impact)*

- Coordinating function/mechanism for business support (face-to-face)
- Business incubator “alternative structure”
- Business incubator

III. Next Steps

The next Entrepreneurs & Small Business Strategic Alliance meeting will be held on April 27, 2006 from 9:00 a.m. to 11:00 a.m. at The Self-Help Network, 358 N. Main, in the Kansas Meeting Room. The next steps of the Strategic Alliance will continue the development of the technical assistance and mentoring for entrepreneur’s action step area, which will include: 1) Hearing the findings from the Visioneering Wichita Racial Attitudinal Survey and discussing implications for the alliance’s work; 2) Hearing the findings of the Greenwood Consulting Group report on the feasibility of a local small business incubator; 3) Developing key actions for the priority mentoring and technical assistance ideas, including who will do what by when, within the context of the Visioneering Wichita Racial Attitudinal Survey findings.