



**Visioneering Wichita
Entrepreneurs & Small Business Strategic Alliance
Agenda Meeting
August 17, 2005
Meeting Notes**

Attendees: Elizabeth Auer, Dave Barber, John Beehler, Allen Bell, Rosalie Bradley, Treatha Brown-Foster, Frank Choriego, Shane Coelho, Jeff Darr, Roger Douthett, Mark Eby, Mary Galvin, Laurene Gast, Joe Goetz, Jim Graham, Don Grant, Jeanette Hanson, Wayne Isaac, Camille Kluge, Dr. Jim Knight, Dr. Carla Lee, Jon Lehr, Erik Pedersen, Lynn Rogers, Annette Singletary, John Stevens, Marcia Stevens, Lonnie Stieben, Jael Van Boening and Kathy Wiebe

Leadership Team: Elizabeth Auer, John Beehler, Jael Van Boening, Jim Graham, Margarita LaFarelle Hunt and Erik Pedersen

Next Entrepreneurs & Small Business Strategic Alliance Meeting: September 26, 9:00 a.m., St. James Episcopal Church Gymnasium, 3750 E. Douglas

Minutes from the July 20th, 2005 Entrepreneurs & Small Business Strategic Alliance meeting were accepted and approved.

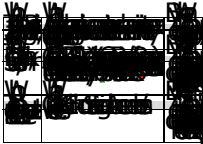
I. Purposes of the Meeting

- Summarize accomplishments to date
- Develop plans to address the prioritized action step area of supporting an information clearinghouse accessible by entrepreneurs
- Next steps for September Strategic Alliance meeting

II. Action Step Planning for Supporting the Information Clearinghouse Accessible by Entrepreneurs

The action step planning discussion began with a summary of the background information learned about the newly-formed Kansas Center for Entrepreneurship (KCE), which is creating a statewide clearinghouse through NetWork Kansas. Next, Erik Pedersen, Operations Manager for the KCE presented a list of needs from the Strategic Alliance in supporting the development of NetWork Kansas, which included:

1. Strategic Alliance members completing the NetWork Kansas enrollment process.
2. A 3-4 member committee to answer the question "What other Wichita-area nonprofit agencies need to be a part of NetWork Kansas?"
3. A 3-4 member committee to provide input on the question "What are the most effective ways to market NetWork Kansas to the Wichita-area market, specifically to our two primary target clients (non-profit network partner and entrepreneurs and small business owners)?"
4. A 5-6 member advocacy committee to test Biz-Trakker, the client tracking system that is a component of NetWork Kansas, in order to act as a positive reference for this client management database.
5. Assisting the KCE to make contact with Wichita-area referral sources (bankers, cpa's, insurance, attorney's, etc.) to ensure that they are aware of the service and promote it within the organization.



5. Providing additional opportunities to present and promote KCE and NetWork Kansas. Based upon these needs, Strategic Alliance members considered all of the "offers" or possible ways that the Strategic Alliance could support the development of NetWork Kansas. These "offers" included Strategic Alliance members working with Erik and the KCE on the following action steps:

Who	What	By When
Suzie, Allen, Laurene, Shane, Lonnie	Contact local Chambers of Commerce, local Economic Development Agencies, KDOC, GWEDC Partners.	To be determined by group
Who	What	By When
Erik & Strategic Alliance members	Strategic Alliance members recruit members to enroll in NetWork KS via email link from Erik (provide explanation of no fees, no selling of information provided and the benefits)	Ongoing beginning in August 2005
Who	What	By When
Don, Jeff, Shelly, Jim	Use SIFE, DECA, YEK and Jr. Achievement members to follow-up with those seeking to establish a business.	Upon establishment of NetWork KS

Who	What	By When
Don, Jeff, Shelly, Jim, John	Use SIFE, DECA, YEK and Jr. Achievement members and WSU MIS students to test Biz-Trakker.	To be determined by group in coordination with testing of Biz-Trakker

Before the September Strategic Alliance meeting, Erik will follow-up with the Strategic Alliance members identified in the action steps above to begin working on addressing the action steps.

III. Next Steps

The next Entrepreneurs & Small Business Strategic Alliance meeting will be held on September 26, 2005 from 9:00 a.m. to noon at St. James Episcopal Church (in the Gymnasium) located at 3750 E. Douglas. The next steps of the Strategic Alliance will be to hear a follow-up progress report on the plans developed at the August 17th meeting to address the information clearinghouse action step area and consider any needed course correction. In addition, depending upon progress, Strategic Alliance members will determine whether or not to begin developing action plans for the education and training opportunities for entrepreneurs action step area.