



**Visioneering Wichita
Entrepreneurs & Small Business Strategic Alliance
Agenda Meeting
December 13, 2006
Meeting Notes**

Attendees: Erik Pedersen, Jim Holt, John Beehler, Roger Douthett, Steve Thomas, Abel Perez, Donna Wright, Hoyt Hillman, Jennifer Szambecki, Juan Yanez, Robert Muhammed, Sherdeill Breathett and Tracee Adams

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

Next Entrepreneurs & Small Business Strategic Alliance Meeting: January 31, 9:00 a.m., Self-Help Network, 358 N. Main, Kansas Meeting Room

Minutes from the October 30, 2006 Entrepreneurs & Small Business Strategic Alliance meeting were accepted and approved.

I. Purposes of the Meeting

- Summarize accomplishments to date
- Informational presentations related to Alliance activities
- Continue Discussion on Action Step Area #3: Facilitating Technical Assistance and Mentoring for Entrepreneurs
 - Review of meetings held since the October meeting and other identified action steps taken
 - Next steps implementation planning
- Present revised draft of Alliance Memorandum of Understanding for approval
- Visioneering Wichita Updates

II. Informational Presentations Related to Alliance Activities

Janet Harrah, Director, Wichita State University's Center for Economic Development and Business Research, provided a presentation to Alliance members on Wichita's economic growth prospects based upon historical data. This presentation was original given at a regional economic development summit last October. Bernie Koch, Vice President of Government Relations, Wichita Metro Chamber of Commerce, presented and discussed legislative-related issues affecting small business in the upcoming legislative session.

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

Strategic Alliance members continued the discussion and development of key program elements and action steps for a minority business initiative, a primary idea to address the 3rd action step area of the Strategic Alliance to facilitate technical assistance and mentoring for entrepreneurs. The proposed initiative will provide education, mentoring and technical assistance to minority business entrepreneurs. The planning discussion for the minority business initiative began with a review of action steps from the October Strategic Alliance meeting and related information

gathered. Next, Alliance members discussed ideas for: 1) the selection committee, who would review and select program participants for the minority business initiative program; and 2) mentors, who would provide customized team mentoring support to program participants completing the education component of the minority business initiative program. Alliance members also discussed and developed next steps, including the following meeting agreements:

12/13 Alliance Meeting Agreements		
Who	What	By When
Leadership Team	Get input, by-in/commitment (as honorary advisory board, funding, etc.) and identified next steps from key business leaders on the MBI design: <ul style="list-style-type: none"> • Government leaders • Minority business leaders • Business leaders • KS Center for Entrepreneurship Board <p><u>12/13:</u> Focus on meeting with identified key business leaders and organizations from the Hispanic and Asian communities</p>	Ongoing
Alliance Members	Have clearly-defined program and selection criteria established (e.g., for existing businesses or start-ups?) and clearly-defined outcomes for graduates (i.e., the return on participants' investment in the program)	Next Alliance Meeting (1/31) & Prior to Visioneering Wichita Annual Meeting
Alliance Members	Have clear criteria expectations outlined for mentors. Make sure mentors are familiar with learning outcomes of FastTrac education component	Next Alliance Meeting (1/31) & Prior to Visioneering Wichita Annual Meeting
Leadership Team	Develop draft of clearly-defined criteria for review committee (i.e., judges) for review and approval by Alliance members <ul style="list-style-type: none"> • 5-7 committee members • Ex-officio representatives 	2/20 Alliance Meeting

IV. Alliance Memorandum of Understanding

Steve Thomas, Leadership Team Representative, presented a revised draft memorandum of understanding developed by the Alliance Leadership Team to Strategic Alliance members for final review and approval. The revised draft was based upon input from Alliance members at the October Strategic Alliance meeting. The Alliance Memorandum of Understanding is a document that outlines the agreed upon key priorities and related actions to be taken by the Alliance over the next year and will be used to focus the Alliance's efforts, measure progress and make any

needed course corrections during the year. The revised memorandum of understanding was approved by Alliance members.

IV. Next Steps

The next Entrepreneurs & Small Business Strategic Alliance meeting will be held on January 31, 2007 from 9:00 a.m. to 11:00 a.m. at The Self-Help Network, 358 N. Main, in the Kansas Room. The primary purpose of the meeting, based upon the next steps and meeting agreements listed above, is to continue the discussion and development of key action steps for the local minority business initiative, a primary idea to address the action step area to “facilitate technical assistance and mentoring for entrepreneurs.”