

E-MOMENTUM

THE SMALL BUSINESS INSTITUTE® ASSOCIATION NEWSLETTER

June 2005

The President's Corner - Message to all Members

Greetings! It was exciting to see the recent issue of the *Journal of Small Business Strategy* arrive in my mailbox the other day. Congratulations to all those who had articles published, and I would like to extend a special "thank you" to Fred Fry and his team for the excellent job in getting their inaugural edition out! We look forward to seeing additional editions of the *JSBS* in the near future. As a side note, Fred and Kirk Heriot are soliciting Business Source Premier to have the *Journal* as one of their searchable resources. We will keep you posted.

Our website is up and running under a new webmaster. For many years Chuck Matthews generously served in this capacity and the SBI would like to give a hardy "thank you" for his efforts. I encourage you to visit the SBI website (www.smallbusinessinstitute.org) to stay abreast of happenings within our organization. The Case of the Year criteria has changed. Leo Simpson's efforts in updating the COY Awards are exciting and will truly benefit the membership. Look to the website for the new guidelines in the near future.

And as a quick reminder, by submitting your year-end final reports, a \$25 discount will be applied to your SBI membership for 2006! Please contact Todd Mick for details.

Former president Jim Bradley held an executive committee meeting last November in Dallas, Texas. It was a very useful and effective meeting, resulting in a series of constitutional and bylaw changes, and we have decided to meet again this year. The Executive Committee will meet in the near future to discuss some possible changes to the Certified Small Business Counselor program in addition to other issues that face the SBI organization.

I would like to thank the membership for participating in the recent research initiative undertaken by Shawn Carraher and his SBI team. This is a preliminary examination of the Small Business Institute®, with more work to be done over the summer. Thanks Shawn!

The submission deadline for the 2006 USASBE/SBI joint conference to be held in Tucson, Arizona is fast approaching! The leadership of both organizations has worked closely to bring us what promises to be one of our best conferences ever. My "thanks" to all those representing USASBE, and the SBI team of Kirk Heriot, Bruce Kemelgor and Ron Cook, for taking the lead on the 2006 conference activities! *I encourage you to attend the 2006 conference, and I am sure the team could always use some help, so please volunteer!*

Just FYI, I have accepted a new position at the University of Arkansas at Little Rock beginning this Fall and can be reached at jrbell@ualr.edu.

Once again, my thanks to all the officers and SBI members for their time and commitment to this wonderful organization! Please visit the website for contact information for our current officers if you have questions or concerns.

All my best,

Joe Bell, President

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Important Notes:

2006 USASBE/SBI Conference

- January 12 – 15, 2006
- JW Marriott Starr Pass Resort & Spa - Tucson, Arizona,
- Call for Papers: August 15, 2005
- Reviewers and track chairs needed, please contact Kirk Heriot (kirk.heriot@wku.edu)
- Paper acceptance: Oct. 10, 2005
- SBI Annual Business Meeting
- Papers/workshops & Case of the Year, Showcase, CSBC, Mentor and Fellow awards presentations
- See www.usasbe.org for details and registration

2005 Small Business Institute Annual Eastern Conference

September 16-17, 2005
Omni William Penn Hotel
530 William Penn Place
Pittsburgh, PA 15219

The 2005 SBI Annual Eastern Conference will be held on September 16-17, 2005, at The Omni William Penn Hotel in Pittsburgh, PA. This is a small, informal conference with short paper presentations and research updates hosted annually by the former SBI Regions 1, 2, 3. This conference is open to all those with an interest in small business and entrepreneurship, and is not limited to only members of the SBI Eastern region. The host for this conference will be Duquesne University Schools of Business and Chrysler Corp. Small Business Development Center.

Our conference will begin with lunch at 12:30 P.M. Friday (9/16/05) and conclude at noon on Saturday (9/17/05). For those who are interested, immediately following the conference, there will be an economic development tour of Pittsburgh (no additional cost) showcasing the Waterfront retail and apartment development on the former Homestead Steelworks site; the Southside Works, a new commercial and housing development on the former Southside Steelworks site and the new Summerset at Frick neighborhood, the largest new U.S. urban neighborhood built on reclaimed land. A box lunch will be included. Saturday evening entertainment opportunities will be available for those staying through the weekend.

An exciting Friday evening dinner and entertainment social event has been planned. PNC Bank's Broadway in Pittsburgh is hosting a special presentation of the musical "Chicago", Broadway's most popular musical. We plan to have dinner in one of the Cultural District's fine restaurants followed by the performance of "Chicago". We have reserved orchestra seating at the Benedum Center for the Performing Arts for the 8:00pm performance.

Our conference will include an opportunity to present blind peer-reviewed academic papers or workshops, which will be published in a *Proceedings*. A "Call for Papers" is enclosed. Paper and workshop submissions should be sent, as noted, to Bob Lussier at Springfield College.

Please send your conference registration of \$245 to Mary McKinney by August 1st. If you are unable to send payment by that date, please register anyway and send payment later. Please see the registration form for other registration options. You may also register by phone, fax or online at www.duq.edu/sbdc. However, payments are not being accepted online at this time.

A block of rooms is reserved at The Omni William Penn Hotel, 530 William Penn Place, downtown Pittsburgh, PA 15219. Single or double rooms are \$114.00. Room reservations must be made by September 9, 2005. A one night's deposit is required with each room reservation. Changes or cancellations must be made seventy-two (72) hours prior to noon on the arrival date to receive a full refund.

These discounted room rates are available for Thursday through Saturday nights. Please make your reservations directly with the hotel at 1-800-THE-OMNI. Specify "Duquesne University - Small Business Institute Conference" when making your reservation. (Room taxes in Pittsburgh are currently 14%, you might want to cite your university's tax-exempt status when reserving your room— ask the hotel for details.)

If you have any questions, please contact me at 412-396-6233 or by email at mckinney@duq.edu .

See you in the Fall!

Mary T. McKinney, Ph.D., Director
Duquesne University Chrysler Corp. SBDC

2005 SMALL BUSINESS INSTITUTE EASTERN CONFERENCE

SEPTEMBER 16-17, 2005

THE OMNI WILLIAM PENN HOTEL, Pittsburgh, PA

REGISTRATION FORM for FULL Conference Program

(Registration Due Date: August 1, 2005)

Name _____

Address _____

Telephone _____

Preferred e-mail address _____

Summer Address & Phone, if different:

Cost Information:

Registration Fee\$245.00
Guests for Friday evening (____) @ \$125.00 _____

Total Payment Enclosed\$_____

Method of Payment:

Check: Please make checks payable to:
Duquesne University Chrysler Corp. Small Business Development Center
and mail to the address below.

Credit Card: VISA Mastercard Discover

Name on the card: _____

Account #: _____

Expiration Date: _____

Signature: _____

Mail, phone, fax or register online by August 1st to:

Mail: Mary T. McKinney, Ph.D., Director, Duquesne University SBDC, 108 Rockwell Hall,
600 Forbes Avenue, Pittsburgh, PA 15282-0103 **ATTN: SBI Eastern Conference**

Fax: 412-396-5884 ATTN: SBI Eastern Conference

Email: mckinney@duq.edu

Web: www.duq.edu/sbdc

(Please use this registration form if you wish to pay for the Friday evening activity separately from the registration fee, or if you do not wish to join us Friday evening)

2005 SMALL BUSINESS INSTITUTE EASTERN CONFERENCE
SEPTEMBER 16-17, 2005
The Omni William Penn Hotel, Pittsburgh, PA

REGISTRATION FORM for SEPARATE Options
(Registration Due Date: August 1, 2005)

Name _____

Address _____

Telephone _____

Preferred e-mail address _____

Summer Address & Phone, if different:

Cost Information:

Registration fee.....\$120.00

Friday evening entertainment _____ persons @ \$125.00..... _____

Total Payment Enclosed..... _____

Method of Payment:

Check: Please make checks payable to:

Duquesne University Chrysler Corp. Small Business Development Center

Credit Card: VISA Mastercard Discover

Name on the card: _____

Account #: _____

Expiration Date: _____

Signature: _____

Mail, phone, fax or register online by August 1st to:

Mail: Mary T. McKinney, Ph.D., Director, Duquesne University SBDC, 108 Rockwell Hall,
600 Forbes Avenue, Pittsburgh, PA 15282-0103 **ATTN: SBI Eastern Conference**

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Email: mckinney@duq.edu

Web: www.duq.edu/sbdc

2005 SMALL BUSINESS INSTITUTE EASTERN CONFERENCE

SEPTEMBER 16-17, 2005
The Omni William Penn Hotel
530 William Penn Place
Pittsburgh, PA 15219

CALL FOR PAPERS

DUE DATE: AUGUST 1, 2005

Competitive paper submissions are invited for the Sept. 16-17, 2005 Eastern S.B.I. Conference to be held in Pittsburgh, Pennsylvania. Registration and hotel information are available from *Mary T. McKinney, Ph.D., Director, Duquesne University Chrysler Corp. Small Business Development Center, 108 Rockwell Hall, 600 Forbes Avenue, Pittsburgh, PA 15282-0103*, or mckinney@duq.edu.

Paper submissions focusing upon any aspect of small business or entrepreneurship are invited and will be subjected to blind peer review. As this is a regional conference, preliminary analyses and in-progress research reports are welcome, along with more traditional academic papers.

Please submit a high-quality original and two copies of your paper to Dr. Robert Lussier, at the address below. *Paper submissions must adhere to guidelines below.* The original should be camera-ready and include the author(s)' names; the copies should have the author(s)' name(s) deleted. In addition to the hard copy, in order to insure a uniform presentation, a Microsoft word version should be included on a floppy disc.

Paper Submission Guidelines:

General: Use Times New Roman font, 12 point. The body should begin with an Abstract and be printed in two columns, full justification. Leave 0.4 inches between columns. References should follow APA style (see recent issues of the *Journal of Small Business Strategy* for examples).

The title should be centered, in upper case. Below the title, the author(s) and their affiliations should be listed. These should be centered, initial capitals, beginning on the second line below the title.

Maximum length is six pages, including references.

Please submit papers by **August 1, 2005** to

Dr. Robert Lussier
Management Department
Springfield College
Springfield, MA 01109

If you have any questions, please contact Dr. Lussier at 413-748-3202, (W) or 412-783-2241 (H) or at BnM1973@aol.com.

Kirk Heriot, VP Programs - The USASBE/SBI 2006 Joint Conference will require authors to submit their manuscript to either a SBI Track or an USASBE Division. The SBI Tracks are as follows:

1. Accounting and Finance Issues
2. Community Development, Outreach, and Fundraising
3. E-Business, Information Systems, and Technology
4. Entrepreneurial Consulting
5. Free Enterprise Issues
6. Management and Marketing Issues
7. Social Responsibility and Legal and Environmental Issues
8. Teaching Cases (requires a complete instructor's manual).

We hope that you will consider submitting a competitive paper to an SBI Track. Thank you.

Todd Mick, VP Quality Assurance – Allow me to reinforce Joe Bell’s reminder about the \$25 discount off your membership dues next year for completing the SBI annual report. This opportunity may be fulfilled by completing my brief email survey (mick@mwsc.edu for a copy) or by going to the SBI web site and filling out the form posted there: www.smallbusinessinstitute.org This information is vital to the organization and required for CSBC certification.

If you are considering CSBC Certification or recertification now is the time to begin your preparation of the required documentation. The forms are available on the web site and can easily be downloaded. Please contact me if you have questions.

Craig Zamzow, VP Communications – The updated SBI web site is the “go to place” for all the latest information and forms for all aspects of the organization. For example you will find the current list of SBI officers and how to contact them and the latest information and related forms for each of their areas of responsibility.

It is time to begin preparing your entries for the 2005 – 2006 Case of the Year Competition. The cases and appropriate forms must be submitted no later than the last week in August to:

Leo Simpson, Western Kentucky University, 1 Big Red Way, Bowling Green, KY 42101

Phone: 270-745-6174

Fax: 270-745-7098

Email Leo.simpson@wku.edu

Since many of us have the “summer off” it is time to think of your choice of nominees for our annual SBI recognition awards:

1. Showcase Award - for the best SBI program for 2005 – 2006. Nominations to Todd Mick mick@mwsc.edu
2. SBI Fellow(s) Award – for years of outstanding contributions to the SBI (not a current officer). Nominations to Matthew Sonfield Matthew.Sonfield@Hofstra.edu or (516) 463-5728.
3. Mentor(s) Award – for exemplary support and counseling to others in the SBI organization. Nominations to Joe Bell jrbell@ualr.edu

Details of the qualifications and criteria for these awards are on the web site. Please send your nominations immediately so we can avoid a rush in the busy fall.

Reminders: If you know of a colleague that would like to receive our SBI newsletter, and be on our mailing list, please refer them to me: czamzow@plymouth.edu

Please refer any colleagues interested in membership to the web site and Sherrie Taylor: staylor@mail.twu.edu

The next issue of EmomentuM will be in September. Please email me anything you would like to communicate to the general SBI membership.

Have a great summer!

Craig Zamzow, VP Communications