

E-MOMENTUM

THE SMALL BUSINESS INSTITUTE® ASSOCIATION NEWSLETTER

March 2005

The President's Corner - Message to all Members

Greetings SBI Members and Friends!

I fondly recall walking down the hallway of the hotel in Palm Springs and admiring the palm trees and green golf course in the foreground and the nearby snowcaps that framed the view. For those of you that were unable to attend, know the beautiful view paled in comparison to the educational and colleague-rich environment our outstanding 2005 joint conference provided.

I would like to begin by expressing my appreciation to all the officers of SBI, and all the others that contributed to the success of our conference. I would also like to extend my heartfelt congratulations to all those that received awards and recognitions at the conference. Your achievements demonstrate the amazing people that comprise this outstanding organization. I am proud and humbled to be part of an organization with such talented and committed colleagues. As an aside, it was great seeing all the students that attended the conference!

Our core membership remains strong and involved, but we need to view the joint conference as an opportunity to expand our membership and influence the delivery of entrepreneurship education. Our philosophy of student consulting, community involvement and applied research has garnered broad adoption across higher education. We have numerous friends in traditional programs but may find new opportunities in many other programs, such as Community Colleges, that offer consulting outreach yet fail to recognize the benefits of membership in the Small Business Institute®. Each of us needs to reach out and encourage our colleagues to join, and more importantly, participate!

We have much to accomplish this year including implementing revised standards for the COY awards, a revised SBI website, development and distribution of new marketing materials, welcoming new leadership at the JSBS, collaborating with our partner USASBE, and much more.

I wish to thank all those that have stepped to the plate and taken on leadership or volunteer activities for this upcoming year. We have some work ahead of us but please know your efforts are greatly appreciated. Again, thank you all for your participation in the 2005 conference. We look forward to seeing everyone at the 2006 conference in Tucson.

All my best!

Joe Bell

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Highlights of 2005 USASBE/SBI Conference

Conference Summary:

- Over 480 total attendees
- 100 SBI attendees
- Six all conference presentations
- 165 papers and workshops
- 8 exhibitors
- 26 conference sponsors
- SBI Business Meeting
 - Minutes 2004 approved
 - Financial position sound
 - By Laws revisions approved
- Fun karaoke social event (check the web site for photos)
- Special thank you to the following sponsors
 - SIFE for supporting the Case of the Year Competition
 - The Coleman Foundation for attendee scholarships

(Highlights- Cont)

Opening Plenary speaker: Elizabeth J. Gatewood, Ph.D, Director of the University Office of Entrepreneurship & Liberal Arts at Wake Forest University. She was recently named by *Entrepreneur* Magazine as one of the top ten entrepreneurship center directors in the United States. Her presentation summarized the results of a recent study and was titled “*Women Entrepreneurs and Growth: Implications for the Classroom?*”

Keynote Speaker: Dr. Shelley J. Coldiron, President/CEO, CombiSep, Inc. With over 25 years experience, Dr. Coldiron has a diverse background in instrumentation, analytical chemistry, bioengineering, environmental chemistry and entrepreneurship. She shared her experiences with “The Challenges of Starting and Growing a High-Tech Company in the Heartland”.

All Conference Presentation: Mr. Paul Orfalea, Founder of Kinkos’ Mr. Orfalea provided the conference audience with an entertaining history of his experience in starting his very successful office supplies and services business. He included some practical do’s and don’ts of entrepreneurship.

Awards Dinner Speaker: Mark D. Lay, Chairman, Co-CEO & Chief Investment Strategist of MDL Capital Management, Inc. “Chasing the Dream”

Closing All Conference Presentation: “You’ve Come a Long Way Baby: Small Business in Washington, Then and Now” Mr. Denny Dennis, Senior Research Fellow, NFIB Research Foundation.

Congratulations to the Award Winners

NATIONAL SBI CASE OF THE YEAR

Best Case: Undergraduate Specialized

Ken Matthews Landscape Nursery
School: Christopher Newport University
Faculty: Stephanie Bardwell
Students: Tricia Gray, Henry Robertson, Heather Short

2nd Place: Undergraduate Specialized

Residential Copper, LLP
School: Northwestern Oklahoma State
Faculty: Patti Wilbur, Bill Gregory
Students: Rhonda Crooms, Ellen Sprehe, James Standerfer

3rd Place Undergraduate Specialized

Christopher's Inn
School: Sonoma State University
Faculty: Armand Gilinsky
Students: Joel Chain, Brent Koen, Jessa Rank

Best Case: Undergraduate Comprehensive

Knight in Flashy Embroidery
School: Keene State College
Faculty: Neal Pruchansky
Students: Kevin Legault, Michael Deboisbriand, Johanna Ryan

2nd Place: Undergraduate Comprehensive

Toys 4 Trucks
School: East Carolina University
Faculty: Michael Harris
Students: Jonathan Lowe, Jeffrey Reece, Melissa Poag, John Dickens

3rd Undergraduate Comprehensive

The Beacon Hill Office and Mail Center
School: Seattle University
Faculty: Harriet Stephenson
Students: Meghan Corbin, Carter Donaldson, Heather Horst, Jennifer Pott, Quang Tran, Winarti Winarti

Best Case: Graduate Specialized

Green Mountain Physical Therapy
School: Plymouth State University
Faculty: Craig Zamzow
Students: Tom Burton, Julie Findley, John Gobel

2nd Place: Graduate Specialized

GroomToys.com
School: San Diego State University
Faculty: Don Sciglimpaglia
SBI Director: Don Sciglimpaglia/Howard Toole
Students: Jan Heiligttag, Denny Pezic, Anja Scheweppe

3rd Place: Graduate Specialized

Armorshield/Lockheed Martin
School: Indiana University of Pennsylvania
Faculty: Tom Falcone
SBI Director: Steve Osborne
Students: Avegaile Austria, Patrick Grabany, Liza Lepczyk, Madhav Shrestha

Best Case Graduate Comprehensive

Mattress Werx
School: California State University Fullerton
Faculty: Peng Chan
SBI Director: Michael Ames
Students: Mridu Gupta, Jennifer Mueller, Tammy Munoz, Dmitri Okhotski, Suthinee Pongkiatikul

2nd Place: Graduate Comprehensive

Educational Enrichment Systems and the City Heights
Educational Collaborative
School: San Diego State University
Faculty: Howard Toole & Don Sciglimpaglia
SBI Director: Howard Toole and Don Sciglimpaglia
Students: Hui Sun, Jynette Thompson, Izaskun Uriz

3rd Place Graduate Comprehensive

HYTEK COATINGS, INC.
School: University of Cincinnati
Faculty: Charles Matthews
Students: Mike McAllister, Mike Mendenhall, Tim Fahey,
Brian McGeady, Duane Perrin

SBI Association thanks SIFE for their continued support of award money for the COY winners

CONFERENCE BEST PAPERS

Applied:

SUSTAINABLE ENTREPRENEURSHIP: BROADENING
THE DEFINITION OF 'OPPORTUNITY'

Norris F. Krueger, Jr.
Boise State University

The 'New Economy' is oft-characterized as producing 'new forms' and 'new functions' often from 'new voices'. This paper discusses one set of under-appreciated 'new voices' producing 'new winners' that are arising from proactively seeking opportunities that are sustainable not just on the economic dimension but also on social and environmental dimensions. Over the last several years, a working group of scholars and practitioners has focused on a broader definition of 'opportunity', broadening the construct of 'opportunity' to include social and environmental dimensions. It is a most opportune time to recognize that, for entrepreneurial managers, 'opportunity' is much more than economic.

Empirical:

FELT FAIR PAY OF SMALL TO MEDIUM SIZED
ENTERPRISE (SME) OWNERS IN FINLAND AND
LATVIA: AN EXAMINATION OF JAQUES' EQUITY
CONSTRUCT

Shawn M. Carraher
Cameron University
Texas A&M University

This study tests a portion of Jaques' theory of equitable payment, using two samples of small to medium sized business owners in Finland and Latvia. Results support Jaques' proposition about who would be satisfied with their pay level and who would not.

FELT FAIR PAY OF SMALL TO MEDIUM SIZED
ENTERPRISE (SME) OWNERS IN FINLAND AND
LATVIA: AN EXAMINATION OF JAQUES' EQUITY
CONSTRUCT

Sarah C. Carraher
Consolidation Enterprises

This study tests a portion of Jaques' theory of equitable payment, using two samples of small to medium sized business owners in Finland and Latvia. Results support Jaques' proposition about who would be satisfied with their pay level and who would not

HOMER L. SAUNDERS MENTOR AWARDS

Bruce H. Kemelgor, University of Louisville
Dianne H.B. Welsh, John Carroll University

FELLOW

Robert Lussier, Springfield College

SHOWCASE AWARD

Stephanie Bardwell, Christopher Newport
University

Upcoming Conference:

Annual Eastern Small Business Institute Conference
September 16-17, 2005
Pittsburgh, PA

The 2004 Annual Eastern Conference of the Small Business Institute will be held on Friday and Saturday, September 16-17, 2005, in Pittsburgh at a hotel to be determined. Further details will be provided when available. Paper submissions focusing on any aspect of small business or entrepreneurship are invited, and will be subjected to double-blind peer review. Accepted papers will be published in a printed *Proceedings*. All those interested in small business or entrepreneurship are welcome. For further information, contact Dr. Matthew Sonfield, Hofstra University, at Matthew.Sonfield@Hofstra.edu or (516) 463-5728.

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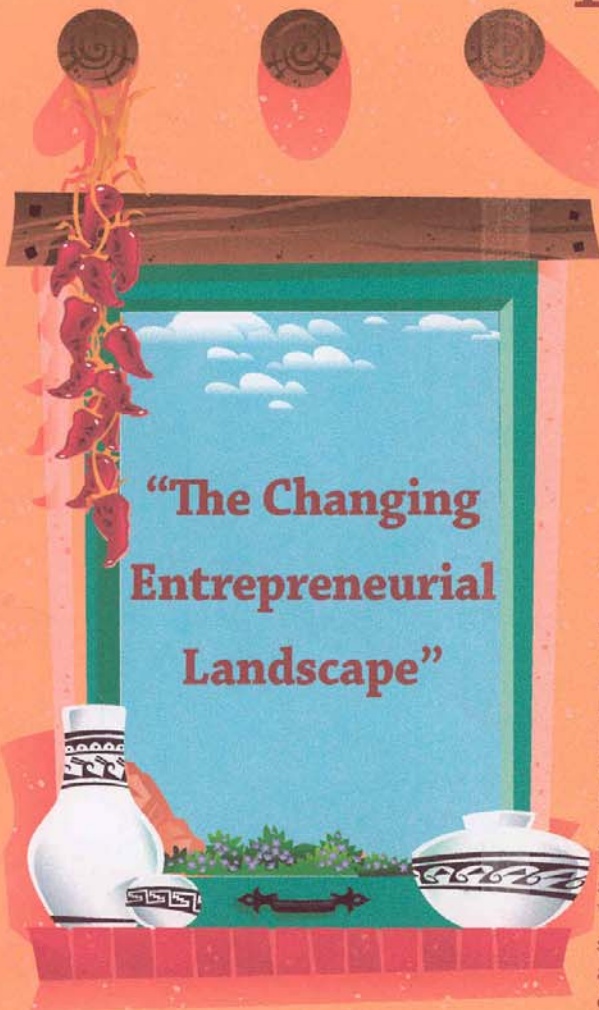
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Editor's Note: Many thanks to Ron Cook (former VP Publications) for making the transition of E-Momentum responsibilities an easy one. I look forward to serving as your VP – Communications. If you are not sure with whom to communicate on an issue, please feel free to contact me and I will help you sort it out.

Regards, Craig Zamzow

USASBE/SBI 2006

Preliminary Call for Papers



**"The Changing
Entrepreneurial
Landscape"**

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You are invited to submit papers, case studies, workshops, and symposia that deal directly or indirectly with Accounting and Finance Issues; Community Development, Outreach, and Fundraising; Corporate Entrepreneurship; E-Business, Information Systems, and Technology Issues; Entrepreneurial Consulting; Entrepreneurial Support Organizations; Entrepreneurship Across the Curriculum; Entrepreneurship Education; Entrepreneurship in the Arts; Family Business; Free Enterprise Issues; Individual Entrepreneurship; International Entrepreneurship; Management and Marketing Issues; Minority and Women Entrepreneurship; Small Business; Social Responsibility, Legal, and Environmental Issues; Teaching Cases; and Technology Entrepreneurship or other topics of interest or value to the memberships of USASBE and SBI. All submissions must answer the "so what" question in relation to the contribution to the field.

Submissions should be made by August 15, 2005 to:

**JW Marriott Starr Pass
Resort & Spa
Tucson, Arizona
January 12-15, 2006**

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