

GMEN Georgia Micro Enterprise Network

PRESENTS

4TH ANNUAL CONFERENCE

JUNE 19 - 20, 2003

MICROENTERPRISE WORKS FOR GEORGIA

At The
Charles Loudermilk
Conference Center

Sponsored By:



WELCOME



CITY OF ATLANTA

55 TRINITY AVENUE, S.W.
ATLANTA, GEORGIA 30335-0300
TEL 404-330-8100

SHIRLEY FRANKLIN
MAYOR

June 19, 2003

Greetings:

As Mayor of Atlanta, it gives me great pleasure to welcome the 4th Annual Statewide Conference of the Georgia Micro Enterprise Network.

While in our city, we encourage you to experience the many wonderful and exciting attractions Atlanta has to offer including the Martin Luther King Jr. Center, the Carter Center, the Herndon Home, the World of Coca-Cola, Underground Atlanta, the Hammonds House Galleries, Sci-Trek, the Atlanta University Center and many more. We invite you to share in our southern hospitality, sample cuisine at our many fine restaurants and explore the rich and diverse heritage of our city.

On behalf of the citizens of Atlanta, I hope that you will enjoy your time in our beautiful city.

Sincerely,
Shirley Franklin
Shirley Franklin



Dear Colleagues:

Welcome to the Georgia Micro Enterprise Network (GMEN) Fourth Annual Conference and Membership Meeting. Each year from around Georgia and across the nation, constituents in the field of economic development and microenterprise come together to share their experiences and to learn from each other. Our board of directors, partners, members, and our executive director have worked diligently to present a comprehensive conference with a clear intention to move forward the agenda of capacity building by promoting economic development through microenterprise.

We are highlighting our micro entrepreneurs. You will have an opportunity to hear their provocative stories and learn how micro programs from around the state have supported and nurtured their success. You will hear stories of how women and men have transitioned off welfare, left low paying dead end jobs, used their many years of expertise to create a job for themselves, individuals who are disabled, and those who sought self employment after being dislocated from employment opportunities.

Our conference planning committee has enhanced this year's training workshops and panel sessions. These sessions will be facilitated by experts in the field who will share their lessons learned, strategies for successful program implementation, capacity building, funding resources, long term sustainability models and effective processes for measuring program impact and evaluation. Our networking reception will afford you a wonderful opportunity to meet some key stakeholders in the field and a Microenterprise Vendor Market where you can support our local micro entrepreneurs. Don't forget, bring your check books and "Buy Micro."

This past year has marked a crescendo of activities and workshops. GMEN has initiated a pronounced capacity building agenda by offering training and technical assistance in Access to Capital, where microenterprise development programs learn and understand how to find capital resources for their entrepreneurs. We also continued our Mentor Protégée Program, where seasoned programs are matched with fledgling programs to provide them the support, technical assistance, and training to affect a premier microenterprise program. Our legislative policy agenda has received increased support from legislators around the state, and we are embracing a new year of policy and advocacy to continue and expand the economic agenda for Georgia.

You are an essential part of the process of focusing attention on this critical issue of economic development in our communities. We are committed to making this conference a valuable learning experience for each of you. GMEN is particularly interested in your comments and feedback to assist us in building a united and viable state trade association. We invite each of you to renew your membership each year, visit our website, and support microenterprise activities in your communities.

Finally, we would like to thank our conference and organizational sponsors: Georgia Department of Human Resources, United Way of Metropolitan Atlanta, and Corporation for Enterprise Development for assisting in making microenterprise opportunities available to the citizens of Georgia. We greatly appreciate your support.



We are confident that you will enjoy the conference, hearing the micro business owner's stories, our Micro Vendor's Market, and beautiful downtown Atlanta.

Sincerely,

Patricia Harris
GMEN Board Chair



CONFERENCE OVERVIEW

THURSDAY / JUNE 19, 2003

ANNUAL MEMBERSHIP MEETING / RECEPTION

6:00 - 7:00pm ANNUAL MEMBERSHIP MEETING

- 2003 - 2005 Board Elections

7:00 - 8:30pm RECEPTION

- Builder Awards
- Founder's Award
- Microentrepreneur Award

FRIDAY / JUNE 20, 2003

SESSIONS OVERVIEW

8:00 - 8:30am REGISTRATION AND CONTINENTAL BREAKFAST

Foyer

8:30 - 9:00am OPENING GENERAL SESSION

(see pages 6 and 14)

Ballroom

Moderator: Patricia Harris
 Welcoming Remarks: Bill Edwards
 Feature: Microentrepreneur Success Stories: Evelyn Tucker and Theresa Harris

SESSION TRACKS

Track 1

Capacity building workshops for new microenterprise development programs with 0-3 years experience

Track 2

Capacity building workshops for experienced microenterprise development programs with 4+ years experience

Track 3

Entrepreneurs can learn how to increase their sales and find business capital

9:00 - 10:30am SESSION ONE

(see pages 7-9)

Track #1: Program Design I Mark Pope Room
 Speaker: Patricia Harris Moderator: Rachel Davis
 Learn the four basic models of microenterprise programs and how to select the one that's right for your community - Part 1.

Track #2: Program Overview Paul Duke Room
 Speakers: Antionette Ball Moderator: Erin Ouzts
 Laurel Hahlen
 Diana Moore
 Peer learnings by experienced programs on their services with emphasis on fundraising and technical assistance.

Track #3: SBA "Dollars and Cents" Computer Room
 Speakers: George Hansen Moderator: Daryl Blount
 Azalea Royster
 Joyce Thurmond
 Representatives from the SBA will discuss how to do business with the federal government and federal vendor certification programs: ProNet, SDB, and 8(a).

10:30 - 10:45am BREAK BUY MICRO \$\$\$

Foyer

10:45 - 12:15pm SESSION TWO

(see pages 10-11)

Track #1: Program Design II Mark Pope Room
 Speakers: Patricia Harris Moderator: Rachel Davis
 Learn the four basic models of microenterprise programs and how to select the one that's right for your community - Part 2.

CONFERENCE OVERVIEW

FRIDAY / JUNE 20, 2003

SESSIONS OVERVIEW

Track #2: Access to Markets Paul Duke Room
 Speaker: Sarah Bobrow-Williams Moderator: Natallie Keiser
 Once an MEDP has become established with their training component, the next step is post-graduate services. One of those services is helping entrepreneurs increase their sales volume with help on accessing lucrative markets.

Track #2: Entrepreneurs with Disabilities Childs/Young Room
 Speakers: Delores Crockett Moderator: Yvonne Days-Cuffie
 John Helton
 Patti Lind
 Millions of entrepreneurs with disabilities are creating their own opportunities by starting businesses of all kinds. Learn how to support this target market.

Track #3: Vendor Certification Opportunities Computer Room
 Speakers: Cecil Moore Moderator: Cheryl Cornett
 Gilda Watters
 Entities with certification programs will present their requirements for certifying vendors to sell to their entity. This is an important opportunity for entrepreneurs to expand their sales opportunities.

12:15 - 1:30pm LUNCHEON GENERAL SESSION (see pages 6 and 14) Ballroom

Moderator: Winston Heard
 Speaker: Joseph Larché, Jr.
 Feature: Microentrepreneur Success Stories: Kim Yokely, Dione Atkins and April Bryant

1:30 - 3:00pm SESSION THREE (see pages 12-13)

Track #1: Training Curriculum Mark Pope Room
 Speakers: Allen Andersen Moderator: Jeanette Foreman
 Vanessa Finley
 There are a number of well developed commercial training programs focused on microenterprise. MEDPs do not need to redevelop microenterprise training. This session will highlight the Kauffman and NxLevel programs.

Track #2: Grant Sources Childs/Young Room
 Speakers: Margaret Duck Moderator: Homero León, Jr.
 Henry Holt, III
 Kim Pate
 Learn about first-line grant sources that are underutilized in Georgia: CDBG and USDA funds as well as other resources for grant funds.

Track #2: Pro Bono / Corporate and Fiduciary Duties Paul Duke Room
 Speakers: Todd King Moderator: Daryl Blount
 Mona März
 Discussion of corporate fiduciary duties of loyalty and care owed by the directors of non-profit organizations.

Track #3: Access to Capital Computer Room
 Speakers: Marvin Bryant Moderator: Charles B. Jones, Jr.
 Karen Curry
 Jerry McGaughy
 Learn sources of micro-loans and equity opportunities in Georgia.

3:00 - 4:00 CLOSING GENERAL SESSION (see pages 6 and 14) Ballroom

Moderator: P. C. Williams
 Feature: Microentrepreneur Success Stories: Karen Beggs and Nyasha Bonner

➤ ➤ ➤ **DOOR PRIZES**

SESSION SPEAKERS

GENERAL SESSIONS – PLENARY SPEAKERS

Bill Edwards **Executive Director** **Association for Enterprise Opportunity**



Bill Edwards has served as Executive Director of AEO since May 1999. From 1994 until September 1998, Bill worked for the United States Peace Corps. He served one tour of duty as Associate Director for Economic Development for Peace Corps in the three Baltic Countries of Estonia, Latvia and Lithuania. Later he worked in the Washington office of Peace Corps where he concentrated on Economic Development project management for the Eastern Europe/Russia and Asia region. From 1983 – 1994 he served as Executive Director of Community Service Programs of West Alabama, Inc. (CSP). While at CSP the agency became very active in Community Economic Development, microenterprise, and Affordable Housing development. In 1992 CSP was a national "Maxwell Award" winner from the Fannie Mae Foundation for overcoming obstacles in the development of Affordable Housing. Bill worked on civil and voting rights issues and low-income community development from 1969 – 1994. He has an undergraduate degree from California State University – Fullerton and a Masters Degree in Social Work from the University of Alabama. Originally from California, Bill moved to Alabama as a VISTA Volunteer. He now resides in Arlington, Virginia.

Joseph W. Larché, Jr. **Assistant to the Commissioner** **Georgia Department of Labor**



Joseph Larché joined the Georgia Department of Labor in January 1999 as the assistant to the commissioner. His career has encompassed many aspects of business, entrepreneurship and education. He has served in district management positions with both the Buick Motor Division of General Motors and Volkswagen USA. He was the first African American to own a car rental company at Atlanta's airport, and a Ford dealership in Jesup, Georgia. He has an undergraduate degree in Political Science from Southern University in Baton Rouge, Louisiana, and a Masters degree in Education from Buffalo State University. He is a certified mediator, having organized and trained teachers for Atlanta Public Schools. In his free time, he works as a volunteer tutor for students in investing and money management.

Winston Heard **Executive Director** **East Athens Development Corporation**



Winston Heard is Executive Director of the East Athens Development Corporation, a community development corporation focused on the revitalization of the commercial district. Winston has over 20 years experience in economic development and affordable housing, accounting, and finance. He received his BS in Accounting from Savannah State University. He is certified by the National Development Council as an Economic Development Finance Professional. He is the recipient of numerous awards and honors including AICPA National Scholarship Award, Georgia Regents Scholarship Award, Who's Who in American Colleges and Universities, and served as President of Alpha Kappa Mu National Honor Society.

Patricia C. Williams **Executive Director** **Georgia Micro Enterprise Network**



Patricia C. Williams, Executive Director of the Georgia Micro Enterprise Network (GMEN). She is a retired telecommunications executive, with over 20 years experience in finance and business operations. She has made community service a key part of her life, working with over 30 not-for-profit organizations. She has held volunteer leadership positions in the Chamber of Commerce, YWCA, Women's Foundation, National Black MBA Association, and Partners in Public Education, as well as participated in Leadership Atlanta, Leadership Baton Rouge, and Leadership Memphis. Patricia is an active member of Cascade United Methodist Church where she served as chairperson of the Missions Ministry. She has been a local and national speaker on several topics, including microenterprise program development, micro finance, issues management and Christian stewardship. Patricia has political science degrees from Spelman College and Northwestern University (Evanston, Illinois). She is currently working on her certification in economic development from IEDC.

During the 2001-2002 fiscal year GMEN made program grants totaling \$120,000. These grants supported the creation of 89 new businesses in Georgia.



PROGRAM DESIGN I AND II

Patricia Harris **Executive Director/CEO** **Cobb Microenterprise Center**

Patricia Harris is the Executive Director/CEO of the Cobb Microenterprise Center, a partnership organization whose mission is to create sustainable communities and to provide welfare-to-work initiatives for poverty and low to moderate income persons through the development of microenterprise businesses. Ms. Harris has served on the Economic Development Specialist for the Georgia Campaign for Adolescent Pregnancy Prevention (G-CAPP); an adolescent pregnancy prevention initiative with a focus on economic development and youth entrepreneurship in communities thereby creating healthy adolescents and families. Ms. Harris is known throughout the nation for her efforts in microenterprise development for adults and youth. Patricia serves as the Chair of the Georgia Micro Enterprise Network (GMEN). Ms. Harris has spearheaded initiatives in economic development in Minnesota, Illinois, and Michigan. She is the recipient of numerous awards for her efforts in economic development and work force development. Through her leadership, the Cobb Microenterprise Center was the recipient of the U.S. Small Business Administration, Vision 2000 Models of Excellence Award and the U.S. Department of Housing and Urban Development (HUD), "Best Practice" for microenterprise development and one of the three recipients of the Jimmy and Rosalyn Carter Campus and Community Partnership Award, November 2001. In July 2002, she was selected as one of Business to Business magazine's 2002 Divas. She has earned degrees in Organizational Development and Business Management from Augsburg College in Minneapolis, MN; and fellowship degrees from the National Training Laboratories (NTL), Landmark Management Institute, and "The Forum" in London, England.



Rachel Davis **Vice President of Operations** **Cobb Microenterprise Center**

Rachel Davis is currently the Vice President of Operations for The Cobb Microenterprise Center where she is in charge of managing the day to day operations of the organization. Ms. Davis began work in the field of microenterprise development in 1996 when she served as program manager for the Dow-Jones Spelman College Entrepreneurial Center. She was instrumental in creating an entrepreneurial training program that served the West End community of Atlanta, Georgia. She joined BusinessNOW of Goodwill Industries of North Georgia and served as the training and graduate support services manager, where she worked on implementing initiatives for BusinessNOW graduates. She has served as Co-chair of the Economic Development Committee for the Executive Board of the Atlanta Chapter of the National Black MBA Association. She is a taskforce member of the Georgia Women Entrepreneurs Network (GWEN) where she reviews applications for Women Business Enterprise (WBE) certification. Ms. Davis earned a B.A. in Economics from Spelman College and an MBA in Finance from Clark Atlanta University.



What is Microenterprise?

An owner operated business with five or fewer employees requiring initial capitalization of \$35-50,000 or less.



SESSION SPEAKERS

PROGRAM OVERVIEW

Antionette Ball **Executive Director** **Women's Employment Opportunity Project**



The Women's Employment Opportunity Project, Inc. (WEOP), a community based, non-profit organization, is dedicated to improving the lives of women in their community. Antionette Ball received a B.S. in Public Administration, M.S. in Public Administration with a minor in Judicial Administration from the University of Southern California (USC). She is currently serving on the Executive Steering Committee for the City of East Point, Weed and Seed Program, Board of Directors for Georgia Micro Enterprise Network, Advisory Committee for the Housing Authority, Family Self Sufficiency program and founder for the Coalition of Women in Neighborhoods (Co-Win). Antionette has been instrumental in raising funds and developing strategic partnerships and collaborations with other organizations. Antionette has strategically positioned WEOP to work with other organizations to provide services and opportunities to program clients. She has been instrumental in recruiting over 30 volunteers with expertise in the areas of Marketing, Legal, Accounting and Nutrition to provide services to WEOP program participants.

Laurel Hahlen **Executive Director** **Valdosta Project Change**



Laurel Hahlen is the Executive Director for Valdosta Project Change. She is responsible for organizational activities, planning, research, development and fundraising. Her major activities include grant writing, coordinating a homeownership program, developing a micro enterprise program and the formation of a multiracial coalition that addresses community issues. She has served as Director for the South Central Georgia Task Force for the Homeless. As a member on the staff of AmeriCorps*VISTA, she served on the Committee for the Olympic Games and with Habitat for Humanity. She has an Associate of Arts in journalism and mass communication from Macon State College and a Bachelor of Fine Arts degree in art from Valdosta State University.

Diana Moore **Program Consultant** **Center for Black Women's Wellness**



Diana Moore is Program Consultant for the Center for Black Women's Wellness, Inc., "Women's Economic Self-Sufficiency Program" (WESSP) whose purpose is to assist women in achieving economic self-sufficiency. Ms. Moore has over ten years experience in community and economic development work. She is the founder and owner of Moore's Training and Consulting Group, Inc., a training and consulting firm specializing in program design and development, micro business planning and start-up, and life enrichment workshops. Ms. Moore is a graduate of Columbia University, Chicago. She is certified in Management Development from the Institute of Public Administration, Georgia State University. She is also a certified trainer of First Step/Fast Trac from the Kauffman Center for Entrepreneurial Leadership and a certified trainer and coach from Rockhurst College.

Erin Ouzts **Instructor of Entrepreneurship** **Georgia State University**



Ms. Ouzts is a Visiting Instructor of Entrepreneurship in the Department of Management, J. Mack Robinson College of Business at Georgia State University. She specializes in teaching Entrepreneurship, small business management, and project management to M.B.A. and undergraduate business students. In 1997, she created the New Venture Development in eCommerce course to be included as part of a college-wide graduate degree in Electronic Commerce. She advised teams in the Georgia Cup Business Plan Competition at Georgia State. Her teams won shared top honors and first place. The first place team finished third at the national Enterprise Creation Competition held at Miami of Ohio. When not teaching, Ms. Ouzts works with traditional, mid-sized firms developing e-business strategies. Ms. Ouzts often speaks to and moderates panels for industry and civic organizations on eBusiness, entrepreneurship and women-owned-business topics. Ms. Ouzts received her M.B.A. from Georgia State University and a B.S. in Organizational Communication from the University of Texas at Austin.

! B U Y M I C R O !

Exhibits featuring products for sale by local Micro Entrepreneurs will be open throughout the conference.

Write that check and actively support Micro Enterprise!



SESSION SPEAKERS

DOLLARS AND CENTS

George Hansen **Industrialist Specialist** **Small Business Administration**

George Hansen is an Industrialist Specialist (IS) in the Certificate of Competency program (COC) for 8 states. The COC program allows a small business to appeal a Contracting Officer's Determination that it is unable to fulfill the requirement of a specific contract on which it is the apparent low bidder. He is also a Commercial Market Representative (CMR) for the states of Tennessee, Kentucky and northern Florida. He assists small businesses in obtaining subcontracts by marketing small businesses and matching them with large prime contractors. Mr. Hansen has worked for the government for 24 years - SBA, TACOM, ARMY, DLA-DCMA as an IS and the USAFR. Mr. Hansen has a BS in Industrial Management / Manufacturing Engineering and has an AS in Civil Engineering from the USAF. He was with the USAF / USAFR for 35 years.



Azalea Royster **Business Opportunity Specialist** **Small Business Administration**

Azalea Royster serves as a Business Opportunity Specialist for the Small Business Administration Minority Enterprise Development program in the Atlanta district office. She is responsible for providing assistance in the development of small businesses which are owned by minorities and other disadvantaged individuals. Ms. Royster has received numerous honors and awards for her work with small business and on procurement issues. Presently the portfolio in the Atlanta district office is well over 200 firms. Mrs. Royster provides assistance to 60 of these firms. Throughout her years of service she has held a range of positions in the area of procurement. She is a frequent speaker at conferences and seminars on minority small business issues and continues to work to expand the activities that are designed to increase access to procurement opportunities for the small, minority and women-owned businesses. She attended Howard University and Atlanta Metropolitan College. She has over 38 years of government experience in working with small businesses.



Joyce Thurmond **Procurement Center Representative** **Small Business Administration**

Joyce Thurmond serves as a Procurement Center Representative for the Office of Government Contracting Area III with the Small Business Administration. She is responsible for providing managerial and technical assistance to small, small disadvantaged business, women owned and minority owned businesses. Ms. Thurmond strives to increase the small business share of prime contracts and small business participation in subcontracting opportunities by counseling and assisting small businesses. She has received numerous honors and awards for her work with small business and on procurement issues. She frequently speaks at conferences and seminars on small, small disadvantaged, HUBzone, women-owned business issues and continues to work to expand the activities that are designed to increase access to procurement opportunities for the above listed businesses. Ms. Thurmond has a Bachelor of Science Degree in Business Administration with a Minor in Economics from Southern University of Charleston, South Carolina (formerly Baptist College of Charleston).



Daryl Blount **Manager** **LDS Employment Resource Services**

Daryl Blount is one of the early founding members of the Georgia Micro Enterprise Network and has served on the board of directors since the organizations formal inception. He currently works professionally as Manager of LDS Employment Resource Services-Atlanta Office, an agency of The Church of Jesus Christ of Latter-Day Saints. He manages their job placement program throughout the southeastern area of the United States. Daryl has worked professionally for IBM, Hewlett Packard, and Prudential. He is entrepreneur at heart and currently co-owns Marketing Concepts Enterprises, a sales and product distribution firm. Daryl has a BA in Economics from Fort Valley State College and an MBA in Finance from Georgia State University. He and his wife Robin have five children and live in East Point, GA.



GRANT SOURCES

Henry Holt, III **Business Development Specialist** **AHNDD**

The Augusta Housing & Neighborhood Development Department administers federal funds for Richmond County for homeowner assistance, housing rehabilitation, home rental rehabilitation, paint improvement, facade rehabilitation, neighborhood matching grants, and economic development. In his current position, Henry Holt is responsible for revitalization of the economic development loan fund. In his prior position as Community Development Specialist he worked with the CDBG program grant making process.



SESSION SPEAKERS

ACCESS TO MARKETS

Sarah Bobrow-Williams Project Manager Southern Rural Development Initiative



For the past 13 years Sarah Bobrow-Williams has worked as an economic development planner with community-based initiatives designed to add value to local assets and resources. A primary focus of this work has been developing markets and sectors particularly within the family agriculture, specialty food, folk art and cultural/historic tourism industries. Her work has also included extensive grassroots leadership development and practitioner training. Sarah was the former Access to Market Program Manager for the Association for Enterprise Opportunity (AEO). Currently, in addition to co-owning Bobrow-Williams Consulting, a six year old planning and resource development firm, she manages two projects for the Southern Rural Development Initiative – the Georgia Rural Community Development Initiative and the Land Based Consortium of the Black Belt. She has worked in communities in the southwestern and southeastern United States and Central America.

Natalie Keiser Senior Program Manager Association for Enterprise Opportunity



Natalie Keiser is the Senior Program Manager for Special Initiatives at the Association for Enterprise Opportunity (AEO) where she manages the Prudential Young Entrepreneurs Program, the American Express Community Business Card program, the Rural Microenterprise Successful Practices project, and the Appalachian Regional Initiative. Previously, she was responsible for the United Way of Metropolitan Atlanta's strategy in microenterprise and workforce development. There she assisted with founding the state microenterprise development association, designed and managed an Individual Development Account (IDA) collaborative, developed a state IDA bill, organized a capacity building initiative for job training programs, facilitated a Latino family child care collaborative, and created a community development internship project. Her prior experience included work with the Atlanta Empowerment Zone, the Illinois Department of Children and Family Services, a New Orleans transitional housing program, and the International Fourth World Movement. She has a Master's degree in urban policy from the University of Chicago.

ENTREPRENEURS WITH DISABILITIES

Delores Crockett Regional Administrator Women's Bureau-US Department of Labor

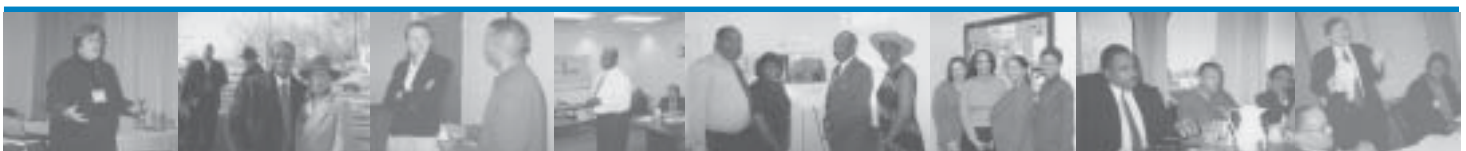


Delores Crockett has spent 23 years with the Women's Bureau and a lifetime dealing with the concerns of working women. As Regional Administrator for Region IV—the eight Southeastern states, Crockett is responsible for developing programs to help women advance in the workplace, acquire training, and become familiar with their rights on the job. From 1993 until the spring of 2001, she served three stints as Acting Director of the agency in Washington, DC where she had management responsibility for the National Office as well as the ten regional offices. She was the highest ranking civil servant in the Women's Bureau and as such was called upon to manage the agency during transitions between Presidential Administrations. She has worked with Director Karen Nussbaum to plan and execute the unprecedented National Working Women Count!; delivered a keynote address for then First Lady, Hillary Rodham Clinton before the National Convention of the NAACP; and represented the US with a presentation at the United Nations on "Employment, Poverty Alleviation, and the Empowerment and Advancement of Women" in Geneva, Switzerland. She has a BA in Psychology from Spelman College and a Master's in Guidance and Counseling from Atlanta University.

Patti Lind Co-Founder The Abilities Fund



The Abilities Fund team has more successful experience helping people with disabilities achieve financial self-sufficiency through entrepreneurship than anyone in the industry. Co-founder Patti Lind leads a nationally recognized business development initiatives targeted to individuals with disabilities in Iowa. Lind is the recent author of "Getting Down to Business: A Blueprint for Creating and Supporting Entrepreneurial Opportunities for Individuals with Disabilities" commissioned by The President's Committee on the Employment of People with Disabilities. Lind has worked with public and private organizations in twelve states to build their capacity to effectively serve entrepreneurs with disabilities. She designed and implemented Iowa's Entrepreneurs with Disabilities Program—the most successful business development program for people with disabilities in the United States. Through this program, Lind has helped over 175 individuals with disabilities start or expand businesses. More than 88% of these businesses are still operating and 30% now employ other people with disabilities. She lives in rural Iowa with her husband and four children where they own and operate a wholesale/retail greenhouse operation. Using knowledge gained from business ownership, Lind couples "in the trenches" experience with expertise in program development to advance self-employment opportunities for individuals with disabilities.



SESSION SPEAKERS

ENTREPRENEURS WITH DISABILITIES (continued)

John Helton Executive Director **CobbWorks!**

John Helton is the Executive Director of CobbWorks! Workforce Investment Board and supported the creation of the organization in 2000 in response to Cobb County becoming a newly formed workforce investment area under the Workforce Investment Act. John has worked in human services and workforce development in Cobb County Georgia for the past ten years. After graduating from Kennesaw State University with a degree in public and social services, he worked in emergency shelter care with abused and neglected children before joining the Department of Family and Children Services (DFCS). At DFCS, John served in several capacities including general services coordinator for the PEACH program, emergency child protective services, volunteer coordinator, and supervisor of the community resource development and childcare units. John serves on the boards of directors and advisory boards of Cobb/Marietta Communities in Schools, School to Work, the Cobb County Extension Service, Cobb Literacy Council, and the Cobb Community Collaborative. John has served as principal grant writer for several successful collaborative grant proposals and is committed to forming strategic partnerships and leveraging resources as a means to efficiently deliver economic development and human services.



Yvonne Days-Cuffie Program Manager **BusinessNOW**

Yvonne Days-Cuffie is the Program Manager for BusinessNOW of Goodwill Industries. She joined BusinessNOW, the first micro enterprise organization in Georgia for women, in January of 2000. To date, they have served more than 450 concept and start-up businesses since their 1996 inception. She led the charge as BusinessNOW launched an Introduction to Business Workshop designed specifically to target the diverse disabled population that Goodwill Industries serves in its other training programs. Yvonne spent more than 15 years in corporate America with a sales organization which encouraged entrepreneurial pursuit. She has an extensive human services background which includes volunteering within the disabled community. Yvonne has her BA in Sociology and Education from Spelman College and a Masters in Public Administration from Georgia State University.



VENDOR CERTIFICATION OPPORTUNITIES

Cecil Moore Director of Purchasing and Supply Services **Atlanta Public Schools**

Cecil S. Moore serves as the Director of Purchasing and Supply Services for the Atlanta Public Schools system (APS). He has worked in the area of procurement and supplier development for over 20 years. As director, he has been at the forefront of procurement issues affecting minority and female business enterprises (MFBEs). As a result of his efforts, there has been a threefold increase in the number of businesses seeking opportunities with APS and a 50% increase in the amount of money spent with MFBEs by APS. He is a member of the Atlanta Business League, American Association for Affirmative Action, Georgia Minority Supplier Diversity Council, National Association for the Advancement of Colored People, Metropolitan Association of Intergovernmental Equal Opportunity Officials, National Forum for Black Public Administrators, American Contract Compliance Association, Georgia Parent and Teacher Association and Omega Psi Phi Fraternity. He is also a life member of the University of Mississippi Alumni Association and University of Mississippi Black Alumni Advisory Council.



Gilda Watters Director **Governor's Small Business Center**

Gilda Watters has dedicated her professional and private life to public service. She is the director of the Governor's Small Business Center where she manages a team of professionals dedicated to providing small and minority businesses access to information and bid opportunities. The Center also serves as the administrator of the Governor's Mentor Protégé Program, a program that partners large and small Georgia businesses for an 18-month mentoring relationship. A public servant for more than 22 years, she's held senior level positions in public relations and communications with the Departments of Administrative Services, Education and Industry, Trade and Tourism. A native Atlantan and graduate of the University of Georgia's School of Journalism, she is an active volunteer in her community through Girl Scouts, recreational sports and football booster club, PTA, and her church. Her professional affiliations include memberships on the Governor's Diversity Advisory Council, the Georgia Legislative Black Caucus Advisory Board, the Georgia Economic Developers Association (GEDA), the Georgia Minority Supplier Development Council's (GMSDC) Advisory Board and numerous other professional organizations.



Cheryl Cornett Vice President-Career Services **Goodwill Industries of North Georgia**

Cheryl Cornett is Vice President of Career Services at Goodwill of North Georgia. Formerly she was the Executive Director of Vocational Transitions, Inc. She currently serves as chairperson of the Board for Dekalb Workforce Center, Inc. She served as chairperson of the Board for Georgia Association for Training and Employment, and as past president of the Board for Gilmer Rotary Club. Ms. Cornett has a BA in Business Economics and a MEd in Rehabilitation.



SESSION SPEAKERS

TRAINING CURRICULUM

Allen Andersen **Executive Director** **NxLevel Education Foundation**



Allen Andersen currently serves as the Executive Director of the NxLevel® Education Foundation (NEF), a non-profit organization making economic impact training small business best practices. The NxLevel Training Network® has trained over 60,000 participants and is disseminated in four countries, forty six states, and over 600 communities. As head of the foundation, he is responsible for all areas of operations. Prior to his service with NEF, Mr. Andersen founded Booneville Marketing, Inc., a national marketing/ISO firm covering 25 states. He later served as Vice President for Vision Capital Corporation, and before Booneville was employed as Director of Operations for Reprographics, Inc. Mr. Andersen holds degrees in Business Management and Behavioral Sciences from Utah Valley State College, and Teaching Certifications from the University of Colorado and Brigham Young University.

Vanessa Finley **Executive Director** **First Step Fund**



Vanessa Finley is the Executive Director of the First Step Fund, a Kansas City-based microenterprise development program whose mission is to foster economic self-sufficiency through entrepreneurship. First Step Fund works exclusively with low to moderate income individuals, providing business and entrepreneurship training, access to credit, and ongoing support. She served as the Assistant Director at Youth Opportunities Unlimited. She is a graduate of the University of Kansas, receiving her Bachelor's in Human Development and in Crime & Delinquency, and is currently a student at the University of Missouri – Kansas City scheduled to receive her Master's of Business Administration in December 2003. She serves on the Boards of Directors of the Missouri Association for Social Welfare (MASW) and Growth Opportunity Connection (formally the Center for Business Innovation).

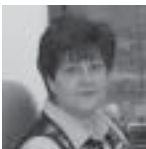
Jeanette Foreman **Consultant** **Foreman & Associates**



As a lawyer, a large part of Jeanette Foreman's private practice focused on the development of small businesses and non-profit organizations in the Chicago area and inner cities. Specializing in arts, media and entertainment businesses and in housing and social service non-profit organizations, she has helped to plan, develop and grow hundreds of successful ventures. She was Program Director for Women's Self Employment Project (WSEP), one of the oldest and most respected micro-business development organizations. Her present passion is working with young artists, media and entertainment related businesses. She is a Professor at the Business and Communication School at Clark Atlanta University. She served on the board of the Association for Enterprise Opportunity (AEO).

GRANT SOURCES

Margaret Duck **Grants Administration Specialist** **USDA-Rural Development**



The Grants Administration Specialist in the State Office of USDA-Rural Development, Margaret Duck assists leaders in rural Georgia in developing sustainable communities. She provides assistance in public relations, outreach, loan and grant making and servicing in the Business and Industry Loan and Grant Programs. Both programs are essential in helping rural communities develop and grow. She has worked in positions of increasing responsibility at USDA for 20 years. She is a member of the Georgia Rural Health Association. In 1999 she was elected to the board for a two-year term. In 2002 she was elected, and is currently serving as secretary for the board. Other issues of key importance to Margaret include church activities, mission activities and contributing to local charities.

Kimberly Pate **Program Director** **Corporation for Enterprise Development**

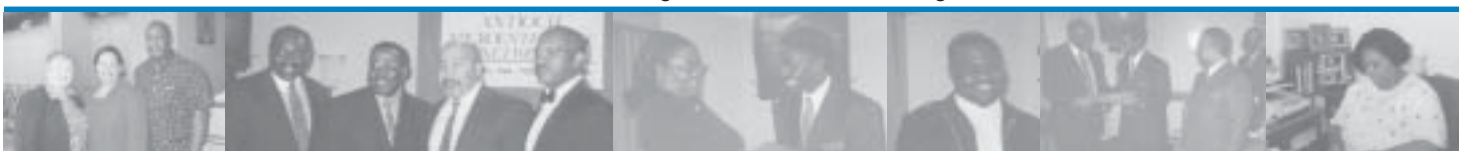


Kim Pate is Program Director at CFED with oversight of the Enterprise Team which focuses on entrepreneurship and microenterprise development policy and practice, and on development finance and capital access for poor communities and distressed regions. Ms. Pate is an attorney who has specialized in representing the interests of low-income women and families. She has been a consultant to the California Legislature, the California Department of Education and the Brazilian Government on women's economic equity. Prior to joining CFED, Ms. Pate was the Deputy Director, National Projects for Wider Opportunities for Women (WOW) in Washington, D.C, a multiple-strategy women's employment organization. She holds a Law Degree from University of California at Los Angeles School of Law and a BA in Political Science from Stanford University.

Homero León, Jr. **Attorney** **Georgia Legal Services Program**



Homero León, Jr., graduated from Florida State University with a Juris Doctor degree in 1981. He practiced law with Florida Legal Services for 12 years, specializing in Civil Rights issues. Since 1993, he has practiced law with the Georgia Legal Services Program. He currently represents 25 community-based organizations and community development corporations working on community economic development issues throughout rural Georgia. Mr. León is the Chair of the Board of Directors of a statewide progressive non-profit, the Center for Children and Education and is the President of the Steering Committee of the Georgia Rural/Urban Summit.



SESSION SPEAKERS

PRO BONO / CORPORATE AND FIDUCIARY DUTIES

Todd King Associate Attorney **Jones Day**

Todd King graduated from the University of Georgia School of Law, where he was a published member of the Law Review and won a national championship in moot court. After graduating from law school, Todd was a law clerk to the Honorable Harold L. Murphy, United States District Court for the Northern District of Georgia, until he joined Jones Day as a litigation associate. Todd is an associate in Jones Day's Business Practice Group, negotiating and drafting mergers and acquisitions, asset purchase agreements, customer supply contracts, vendor contracts, equipment purchase contracts, non-competition contracts and employment contracts. Todd is a member of the Advisory Board for SciTrek and on the Board of Directors for the Jones and Carver Boys and Girls Clubs.



Mona März Associate Attorney **Jones Day**

Mona März's practice currently focuses on general corporate and international transactional matters, securities law, mergers and acquisitions, and intellectual property law. She interned in the employment law department at Paul, Hastings, Janofsky & Walker in Atlanta and was an administrative law trainee in the law office of Dr. Habdank & Kollegen in Munich. Mona is the author of a number of articles, including the thesis "Gender Discrimination: A Comparative Study of German and American Law." She is a member of the Rechtsanwaltskammer (bar) Frankfurt and is fluent in English and German. Mona is a graduate from the University of Passau, Bavaria, Germany, the University of Georgia and Georgia State University.



ACCESS TO CAPITAL

Marvin Bryant Loan Fund Manager **Atlanta Micro Fund, Inc.**

Marvin Bryant is a graduate of Georgia State University with a BA in Finance and Decision Sciences. He has over ten years of banking experience specifically as a Commercial and Small Business Relationship Manager. He is the founding Director of the Atlanta Micro Fund, Inc. (AMF). AMF was established during April 1999 and primarily provides funding and business management assistance to business owners in low to moderate income communities in Atlanta's inner city. He currently serves as a newly elected member on the Board of Directors of the Association for Enterprise Opportunity (AEO).



Karen Curry Director of Economic Development **United Way of Metro Atlanta**

Karen Curry has extensive experience in policy design and program development particularly in the field of workforce development. As Director of Economic Development for United Way of Metropolitan Atlanta, her work includes project management, strategic planning facilitation for start-up programs, monitoring and evaluation, and collaboration and partnership building. She currently staffs United Way's Workforce Development, Microenterprise Strategy, Individual Development Account (IDA), and the housing departments. Formerly, a Planner with Fulton County government, Karen developed policies and procedures for 3 comprehensive career centers and established 18 satellite career centers throughout Fulton County under the Workforce Investment Act (WIA). Karen has a Masters Degree in Public Administration and a Bachelor Degree in Political Science from Valdosta State University.



Jerry McGaughy Chief Executive Officer **Metro Atlanta BusinessLINC**

Jerry McGaughy, is the CEO, of Metro Atlanta BusinessLINC Coalition, Inc. The Atlanta BusinessLINC coalition is designed to bring the benefits of economic growth to minority owned businesses and undeserved communities. He is a Registered Principal with the NASD, which he has sixteen years experience in the investment area, specializing in small business financial services including: cash management services, lending services, advisory services, employee benefit services, and executive services. He is a member of The National Association of Community Development Loan Funds, National Congress for Community Economic Development, and National Association of Securities Professionals. Jerry attended Howard University in Washington, DC, where he received his B.A. in Finance and Economics.



Charles B. Jones, Jr. President **The Shasta Corporation**

Charles B. Jones, Jr., is President of The Shasta Corporation, a financial consulting firm based in Atlanta, Georgia. His involvement in microenterprise development includes serving as board member and officer of the Georgia Micro Enterprise Network (GMEN) and Cobb Microenterprise Center (CMC), including its loan and venture funds. He is also involved as a board member and officer of a credit union and is involved in several faith-based committees. His academic background includes a BS degree at University of Tennessee and MBA degree at Georgia State University, as well as additional academic study and professional certification. Charles is a frequent speaker across the country at microenterprise conferences, including four sessions at the 2003 AEO national conference.



SUCCESS STORIES

GENERAL SESSIONS - MICROENTREPRENEUR SPEAKERS



Dione Atkins
Keda's Tender Care
Albany, Georgia
Program: Albany Community Together



Karen Beggs
Dollar Spot
Toccoa, Georgia
Program: Appalachian Community Enterprises



Nyasha Bonner
Wholistic Women's Care-A Woman's Way
Atlanta, Georgia
Program: Center for Black Women's Wellness-WESSP



April Bryant
The Potter's Hand Beauty Salon Ministry
Hinesville, Georgia
Program: Goodwill Industries of Coastal Georgia



Theresa Harris
Jes Us Electronic Medical Billing, Inc.
Mableton, Georgia
Program: Cobb Microenterprise Center



Evelyn Tucker
Sister Nina's Kitchen
Decatur, Georgia
Program: BusinessNOW



Kim Yokely
Kimochi Body and Soul
Atlanta, Georgia
Program: Women's Employment Opportunity Project



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