



NETForce Meeting

Ockinga Seminar Center, University of Nebraska at Kearney

January 13, 2017

The meeting convened at 10:00 a.m.

Present: Craig Schroeder, Nancy Eberle, Gregg Christensen, Kathy Eitzmann, Steve Bors, Linda Hartman, Brooke Lenhoff, Linda Hartman, Bobbi Pettit, Jennifer Hoagland, Lisa Tschauner, Aliese Hoffman, Shawn Kaskie, Doris Lux, Daniel Chaffin, Jeff Nordhues, Chuck Beck, Tim Burkink.

Participating by Zoom: Judy Amoo, Jenna Taulman, Don Hulme, Jim Reiff.

Craig Schroeder, NETForce, welcomed the participants.

Craig asked everyone to introduce themselves, tell a little about themselves/their organization.

Minutes

The minutes were distributed in advance and made available via the Google Drive folder (<http://bit.ly/2jC1Gho> or <http://tinyurl.com/NETForce-1-13-17>) and on the NETForce section of the Nebraska Entrepreneurship Education website at <https://www.education.ne.gov/entreped/NETforce.html>.

The spelling of two names was corrected.

Nancy moved, Brooke Lenhoff seconded to accept the minutes with corrections. Motion passed.

Entrepreneurship Best Practices Summit

Nancy provided an overview of the key activities and outcomes from the Summit.

- Started by showing a short video about the Summit produced by BCD Productions.
- Brooke will put the video on the website, Nancy will put on Facebook and YouTube and various other media.
- The conference registration was 180 which was an increase over 2015.
- Last year the Summit was held in conjunction with the Rural Futures Institute (RFI) Forum and we lost many attendees during the course of the day to attend RFI events. This year by being separate we had a better identity and the participants stayed engaged in the Summit without other conflicts.
- Of those registered, 43% were educators; 28% were ED, 8% were community organizations, 20% were advocates, 15% not categorized.
- Evaluations were excellent. The evaluation synopsis can be accessed on the Google Drive folder.
- One thing that was suggested was more minority business representation; especially for startups.
- Dell Gines, Erik Peterson both scored very high (keynote presenters) and Big Idea Talks scored high as well.
- The evaluation indicated that the participants enjoyed the time for networking, which we intentionally built into the schedule based on last year's feedback.

- Last year we ended up approximately \$4,000 in the black, and that was starting from a zero balance. For 2016 the Summit registration account is \$8,600+, which gives us seed money for hosting the Summit in the future.
- Kudos were noted for the number and level of sponsors in 2016 and the comment was made that special thanks were due to the NETForce Planning Committee members who garnered sponsorships.
- Brooke was complimented on the creation of the website which will be kept live for future use and additions.
- The SCHED program is still active and we can email via to the program to communicate with registrants.
- The group discussed whether to do another conference in 2017. The opinion of the Planning Team was to continue if NETForce agrees.
- The target time frame for hosting the conference is early to mid-November or late October again. No decision on venue as yet.
- The location was discussed and the suggestion was made that the 2017 Summit be held in the central part of the state (Kearney was proposed as an option).
- It was also suggested that we explore hosting it the day prior to the NEDA State Conference.
- Special commendation remarks were given to Nancy Eberle's tremendous work in leading the planning of the Summit.
- Nancy is uncertain as to whether she will be able to continue in this role since her planned retirement is in June from the Special Projects Coordinator for Extension.
- The Planning Team members were commended for the time and effort devoted to making the Summit a success.
- Committee members who garnered sponsorship were recognized:
 - Central Community College Foundation (\$500); Nebraska Public Power District (\$500); SCORE (\$500)-Doris Lux
 - Nebraska Extension (underwrote the registrations for Extension staff); Federal Reserve Bank of Kansas City-Omaha Branch (Morning Break & Noon Refreshments = \$3,564.00; UNL Center for Entrepreneurship (\$1,500)-Nancy Eberle
 - Nebraska Bankers Association (\$500)-Steve Bors
 - Nebraska Community Foundation (\$500)-Craig Schroeder
 - Nebraska Department of Economic Development (\$2,000); Nebraska Department of Education (NIC Rental = \$1,750; Cost of Generation IY Books (\$1,689.28)-Gregg Christensen
 - Nebraska Economic Developers Association (\$500); NebraskaLink (\$500); Omaha Public Power District (\$500)-Marilyn Schlake
- Key discussion items related to the 2017 Summit:
 - The idea to host in Kearney was liked by the group.
 - An important focus will need to be on growing interest from Economic Development professionals to attend.
 - Another key need is to make an extra effort to attract policy-makers.
 - The suggestion was made to put together a policymaker panel which would help enhance interest in participation by local and state policymakers.
 - New members for the Planning Team are needed/wanted.
 - Bobbi Pettit, Lisa Tschauner, and Shawn Kaskie indicated they would be on the Planning Team.
- Moved by Lisa Tschauner seconded by Jennifer Hoagland to host in Kearney in 2017. Motion passed unanimously.

Partner Updates

Tim Burkink-Dean of College of Business and Technology (CBT)

- New initiatives at the College were described.
 - UNK is divided into 4 academic colleges.
 - CBT has 1200-1300 students in 6 Departments and 15 or 16 Academic Programs.
- A new minor in Health Care Management is being offered. This is a UNMC and UNK partnership. The minor is very popular and is now #2 in enrollment in CBT.
- Information Technology Programs are spread out among various locations.
- They are taking steps to merge into one department.
- The probable home will be in a new building scheduled to open in 2018.
- Outreach Centers are part of the College and Business Technology
 - The Centers include:
 - Nebraska Safety Center
 - Center for Rural Research and Development
 - Nebraska Business Development Center
 - Center for Economic Education
- The focus of CBT is on experiential, hands-on learning. Internships are a requirement.
- The new Career Center includes two internship directors. The outcomes have been very positive.
- 95% of UNK CBT students have placement in their field or graduate program.
- \$300K in scholarships are offered to CBT students.
- A new resource is the Fabrication Lab.

Jeff Nordhues-Fabrication Lab

- Jeff described equipment in the lab.
- A unique asset is the wax print functionality.
- His background is Industrial Design and Product Development.
- The Fabrication Lab is currently housed in Otto Olsen Center.
- The next step is to monetize it (generating income).
- Lisa Tschauner indicated they have reached out to Central Community College.
- Gregg suggested outreach to area high schools (especially those who have gone through the reVISION process).
- A new \$30 million Applied STEM Building is planned. The building will also house Physics and Math; developing 2+2 program with UNL.
- Significant space for a larger more accessible Fabrication Lab is part of the plan.
- Jennifer Hoagland indicated development of a 2+2 program with 2-year degree going on to 4-year degree would be beneficial. Dean Burkink agreed. They are working to identify barriers to 2+2 with WNCC and CCC.

Lisa Tschauner-UNK CRRD

An overview of major activities was provided:

- Their new office is in the West Center.
- The next major event is 3DS at UNK, January 28-30, led by Andrew Zimbroff (UNL Faculty).
- Currently they have 22 registered and hope for 35.
- Twenty-five (25) ENACTUS students will be traveling to Washington, D.C. in March for national competition.

- CRRD will be renamed the Center for Entrepreneurship and Rural Development pending a vote by the Board of Regents.
- Other major events they are working on include BizKids and Lemonade Stand.

Doris Lux-Consortium for Entrepreneurship Education & Central Community College-Columbus

Consortium for Entrepreneurship Education

- A new slate of officers has been elected.
- The 2017 Entrepreneurship Forum will be in Charleston, SC.

Central Community College-Columbus

- Central Community College has started a MakerSpace in partnership with the library and SPARK Space. It will include Woods, textiles, photography.
- She is working on Shark Corral, scheduled for the Thursday of National Entrepreneurship Week.
- Central Community College is working with businesses internationally.
- 40 students are enrolled in the Intro to Entrepreneurship class.
- They are contemplating hosting a Lemonade Days.
- In 2018, CCC will be looking for a Director with Doris's retirement.

Jennifer Hoagland-Central Community College-Hastings

- Don Hulme is the Director of the Small Business institute
- The Small Business Institute serves 25 counties
- There are currently 2 businesses in the Incubator.
- In the next 1-2 years, the Institute may lose the Incubator Space.
- They are working with City of Hastings and serving 12-15 clients currently.

Nancy Eberle-University of Nebraska Extension

- The Entrepreneurship Investigation (ESI) Curriculum which is Units 1,2,3 is being converted to a digital platform and they are looking for pilot sites.
- The planned cost will be \$15 per user code.
- ESI will be used in Australia and is currently being used in several other countries as well.
- The ESI at the Capitol Contest was held January 11th.
 - 12 ESI youth brought to the Capitol for the day.
 - The Governor and senators talked to the youth.
 - The contest included cash prizes.
 - Of the 12 youth involved, only 3 had been in the Capitol.
- She is excited that Community Connections is being used.
- YEBO Team working hard focusing on 3 key areas related to entrepreneurship (see her Activity Report for details).

Steve Bors-SCC Entrepreneurship Center

- The Center is Partnering with REAP to put on 4 workshops this year.
- The Small Business Coffees are going well; NETForce members are invited to attend and/or present.
- The Coffees are similar to 1 Million Cups but not so tech-heavy.
- Attendance is usually around 20-25.
- The e-mail list is about 1,400 people.

- A valuable asset has been the use of a CRM (Customer Relationship Management program used is Neoserra) to track coaching sessions, hours spent, how many people served, loans achieved.
- Plattsmouth, Falls City, Nebraska City, Hebron, Wahoo, York are sites of SCC Learning Centers.
- Central Community College does similar coffee programs but one day is in English and the next day is in Spanish.

Linda Hartman-ENTR Curriculum

- The community colleges are doing their scheduled review of all 6 Entrepreneurship courses (see Activity Report).
- It was suggested by Gregg that high school teachers who are offering dual enrollment courses be involved in the meeting if possible.

Bobbi Pettit-Nebraska Enterprise Center

- 3 courses are offered per quarter.
- She is reaching out to local banks to help offer courses across the state.
- Credit training is being offered through Wells Fargo.
- NEF now has board members from Western Nebraska.
- They are helping with MarkeTech Conference which is being hosted in Kearney on March 16, 2017 at the Younes Center.
- AARP is working with GROWNebraska on scholarships for those over 55.
- She feels her role includes being a cheerleader and a mentor.
- Money is just a really tiny piece of the puzzle for entrepreneurs.

Shawn Kaskie-UNK (Rural Futures Institute)

- Shawn noted that four (4) \$75,000 grants will be available through the Rural Futures Institute.
- Organizations submitting proposals must partner with University of Nebraska faculty (required). Details can be found at <http://ruralfutures.nebraska.edu/rfigrants/>.
- The deadline for RFI Grants is March 15.
- A flyer describing the grant program was provided with the other Activity Reports in the back of the meeting room.

Chuck Beck-UNK Procurement and Technical Assistance Center (PTAC)

- The PTAC program helps clients dealing with government agencies.
- They are coordinating with the Department of Homeland Security for a series of webinars.
- They are also helping businesses deal with new I-9 Form.
- April 19th, Grand Island will be hosting a Housing Improvement Development Summit.
- PTAC covers a 48-county area.
- For more information, visit <http://www.unk.edu/academics/nbdc/Procurement%20Technical%20Assistance%20Center.php>

Jenna Taulman (UNO)

- She and Dale Eesley are actively working on the Entrepreneurship Living Academy.
- The Academy provides a \$2,500 scholarship over 2 years.
- Future activities include:
 - Midwest Entrepreneurship Conference (April 7-8)
 - Maverick Business Plan Contest (April 27th)
 - Idea Pitch Contest (TBD)

- Maverick Young Entrepreneur Boot Camp (June)
- UNO is also working on an Entrepreneurship Fellows Program (7 participants)

Daniel Chaffin-Entrepreneurship Program at UNK

Tri-City Economic Forum

- The Tri-City Economic Forum was held in the fall; 130 registered.
- The next Forum will be held in Grand Island on October 6, 2017.
- The themes will center around Education and Entrepreneurship
- Educators will be asked to present.
- Tim Hodges from Gallup is likely to be the keynote speaker.
- A panel of entrepreneurs is also planned.

Experiential Learning Program

- He is modeling his experiential learning program around the BYU Idaho-IBC Program.
- The program challenges students to start and run a business in one semester (16 weeks).
- A video was shown about the program and can be accessed at:
<https://www.facebook.com/UNKearney/videos/10153987492085059/>
- The students pursue their own business idea. An important aspect is to manage student expectations
- Craig mentioned Illinois CEO speed mentoring process as a successful model of mentoring.
- It was also mentioned that reaching out to SCORE might be a worthwhile.
- The Experiential Learning replaces the Intro to Entrepreneurship Class.

Brewed Awakening Presentation

- Louis Harper and Yusuke Nogi presented an overview of the Brewed Awakening Student-Run Business at UNK.
- They are using GoFundMe to raise capital for new equipment needs
(<https://www.gofundme.com/brewedawakeningunk>).

Big Idea Pitch Competition-Lisa Tschauner

Lisa shared a short segment of a video that was filmed at the most recent Competition.

She had hoped to have a winner present their winning idea but she was unable to attend.

New Business

- Craig Schroeder encouraged reaching out to the experiential learning audience.
- As voted earlier, the plans are to continue the Summit in 2017.
- The group had talked about setting up SLACK to share between meetings and during meetings but there was no report on the status of that at this time.
- Doris Lux noted that Gallup is doing a webinar on every other Tuesday about the Business Profile 10 (formerly Entrepreneurial Profile 10) starting February 14th at 10:30 CST.
- **Executive Team (Officers) Nomination Process**
 - Craig proposed setting up a nominating committee.
 - We need to review the schedule of elections and terms of office (Nancy volunteered to review the rotation chart created by Gregg and update it).
 - We definitely need to have nominations for Chair and Chair Elect.
 - Brooke Lenhoff's term as Director at Large is until June 2017.
 - Nancy Eberle, Brooke Lenhoff and Gregg Christensen will serve as the nominating committee.

Note: See attached officer election rotation updated and submitted by Nancy Eberle.
- **Future meeting sites and location**
 - April 28 was chosen as the tentative date for the next meeting, but due to conflicts determined after our discussions, **April 24th was determined to be the confirmed date.**
 - Southeast Community College Entrepreneurship Center will serve as host site.
 - September 22 was chosen as the fall meeting site and Lisa Tschauner and the Center will serve as hosts.

Respectfully submitted

Gregg Christensen, Secretary