



NETForce Meeting

May 1, 2015

Approved 1.22.16

Meeting at University of Nebraska - Kearney Campus - 10:00 am

Present: Don Hulme, Nancy Eberle, Craig Schroeder, Gregg Christensen, Judy Amoo, Jim Reiff, Gregg Christensen, Shawn Kaskie, Deb Payne, Susan Pallas Duncan, Linda Hartman, Kevin Hagemoser, Brad Keasling, Marilyn Schlake, Diane Vigna, and Christine Hess.

Ben Dutton joined by phone.

Gregg welcomed the group and asked everyone to do a quick introduction and add the most recent entrepreneur each person had connected with. He noted that we would have time for activity/organization updates later on the agenda. He made special note of thanking everyone for submitting their Organization Activity Synopsis Reports in advance so that they could be shared via the website.

Nancy did a quick overview of the minutes.

Nominations/Elections

Open positions were discussed. The positions open were Chair Elect, Secretary/Treasurer, and Ex-Officio Executive Team Member. Gregg opened up the floor for nominations for Chair Elect. Nomination for Nancy Eberle as Chair Elect - unanimous election. Secretary/Treasurer Position - Gregg Christensen was nominated - unanimous election. Ex-Officio position - Marilyn Schlake will continue in that role. Marilyn reelected into that role. Marilyn will take on a new role for that position to encourage all attendees of future meetings to bring at least one additional person to the meeting each time.

Best Practices Summit

It was noted to the group that the planning committee would be meeting from 3:00-4:00 after the conclusion of the regular meeting. Gregg handed out background information from our previous discussions and brainstorming. The Kansas City Federal Reserve-Omaha Branch (Erin Redemske) has clarified that they can cover the cost of breakfast/breaks and lunch for the day. (See handout) We still need to decide on a date and meeting venue. There are possibilities to connect the Summit to the Rural Futures Institute Symposium or the Nebraska Extension Conferences in the fall or EntrepreneurDays@UNL in April.

Nancy discussed her conversation with Kayla Schnuelle about doing this during the Rural Futures Conference. The date would be October 21. RFPs will be coming out mid-May if we are interested in the "site event". Kevin mentioned that if this is available to us, the venue of RFI would be perfect for this event. Kayla would find us a space and help with marketing etc. if we are chosen. The committee thinks this would be the best offer we could get.

Nebraska Self Employment Services/The Abilities Fund

Christine Hess with Nebraska Self Employment Services/The Abilities Fund addressed the group. She is looking for business consultants or people who can help write feasibility reports for new businesses. Their motto is "Capitalizing Ability". They look at each individual that may have some type of disability and help them become self-employed/entrepreneurs. 11% of workers with disability are self-employed compared to 7% of workers without disabilities. They own and operate 40% of all home based businesses. NE Self Employment Services was created in July 2006. They help with business planning, services and support to clients in NE. Nebraska Veteran Rehabilitation can offer up to \$6,000 to start a business. They have served over 700 referrals since 2006. See PowerPoint Attachment <http://neselfemploymentservices.org/>
<http://www.vr.ne.gov/partners/abilities.html>

Technology Associations/Councils

Deb Payne presented information on the Arizona Technology Council. They would like to do something like this for Nebraska. Starting a Technology Council in NE would be looking at doing more as technology is needed in all business development. Kevin Knudson from Lincoln is Director for the Technology Association of Nebraska (TAN), <http://www.nebraskatech.org/>. Forty (40) states already Technology Councils/Associations in place. Arizona's Council was started in 2002. They pool all technology and entrepreneurial events together so information can be found on their website. They have community partners who are all linked off of their website. They have sponsors from various entities - at different levels of participation. Reference www.aztechcouncil.org for more information. Kevin and Deb are looking for partnerships and collecting information on all of the things going on in the realm of technology to ascertain what the needs are and what is needed in Nebraska.

University of Nebraska Kearney Center for Research and Rural Development

The featured program for this meeting was UNK's Center for Research and Rural Development and Experiential Learning Programs, including Enactus. Dr. Tim Burkink gave an overview of the importance of experiential learning to UNK's Business and Technology College and a synopsis of those efforts (see Experiential Learning PowerPoint). The college is focusing on the "Experiential Learning" portion of their mission. Faculty members are providing experiential learning for their students in many ways: currently are doing consulting with outside clients, conducting original research, helping with study and research abroad and working on internships for their students. Experiential learning labs are in place - aviation simulator, Brewed Awakenings (Student run business opened in 2012), marketing research lab, and sales simulation lab. Participation is now 60 students. Nearly \$60,000 is available from UNK and CBT for travel, competitions and field events. They are using Gallup's new Entrepreneurial Profile 10 (EP10™) with their students. The college has 14% international students. They want to develop a training lab and possibly 100% requirement for internships. There will be a new addition called University Village which is a 130 acre mixed use site which may have a "Maker Space" and an incubator.

Abbey Rhodes, President and Stephanie Duennerman, Gallup Project Leader came to talk about ENACTUS. This is an entrepreneurial business organization. (See annual report). The New Venture Adventure program is for area high school students. They come together on one day to work on creating a mock business. It is a great opportunity for students to learn about business development. About 30 local business owners participate and score the presentations. They have approximately 160 participants from 14 rural high schools across Nebraska. Participants gain a new appreciation for entrepreneurship and strengthen their public speaking and teamwork skills.

ENACTUS competitive teams can go forward to compete nationally and internationally. ENACTUS is an international organization. Officers often get internship or job offers from being a member of ENACTUS. Students can study abroad and work on internships. UNK's ENACTUS group is approximately 30 members. No specific requirements for membership, but must be involved with service projects to qualify for competitive national and international events which are 90% funded.

ENACTUS Entrepreneurship Day was hosted for the first time in January. It targeted 100 high school students, each taking the EP10™ and it was used to decide who to invite to a workshop. 14 students were invited in for a day long workshop during which they developed a business idea and gained essential business knowledge. EP10™ coaches helped run the workshop. The participants started out learning about six components of the EP10 results and followed up with applying these strengths to an actual business or project. A second workshop was just held for college students - 9 attended and developed projects in the workshop.

Active ENACTUS chapters are with SE Community College and UNK. There are also chapters at UNL and now Wayne State as well.

Colleen Rickards, owner of CPAP Easy Clean, addressed the group. She submitted her ideas initially to competition at UNK. UNK has helped with their patent searches and has helped them financially with winnings from the competitive events. They were able to get a patent on their plastic tubing cleaning process for things like the CPAP, nebulizers, etc. UVC lighting "box" is a sterilizing unit that can clean the plastic tubing with 97% accuracy. They currently have 6 part time employees. Their unit sells for \$300. Over 12 million adults are now using CPAPs. UVC lighting can be used to negate effects of the Ebola virus, Bird Flu etc. They are looking at units that might be able to be used in a larger area in the future. Currently they are making the units in their home. She is working with FEMA, VA and Sam's. Colleen would like to get to QVC as a marketing option as well as trade shows etc. Have sold around 1,000 units. They are filing for a \$50,000 loan for die-casting the unit.

NETForce Awards 2015

Gregg provided an update on NETForce awards. Valley County Community Foundation Fund received the Outstanding Service Award at the MarkeTECH Conference on April 22nd. Derek Deaver will receive the Outstanding Entrepreneurship Educator Award during an annual Scottsbluff DECA Chapter dinner in Scottsbluff. It was noted that Derek's DECA chapter has been using ESI for an after school club. This year he used the UNL 4-H Blueprint curriculum and they won second place at state competition this year.

Gregg and Don Hulme shared that Lisa Tschauner, one of our former active NETForce participants has created a new magazine, Open for Business, for Central Nebraska. The next issue will be focused on education. She would like articles or ideas for articles. Copies of the most recent issues were shared.

Nebraska Career Education (NCE) Conference

Gregg handed out flyers about this conference. He is especially encouraging the group to attend and encourage others to attend, in particular the special pre-session on Creating a Culture of Entrepreneurship in Your School/Community on June 2. Other entrepreneurship-themed sessions will be offered throughout the conference on June 3 and 4.

http://www.education.ne.gov/entreped/PDFs/NCE_Entrep%20Sessions%20Flyer-FINAL.pdf

Also, on the afternoon of Wednesday, June 4, they will be hosting the first ever Shark Tank-Innovative Educators Edition. Cash prizes ranging from \$50 to \$250 will be awarded for the best “quick pitches.” Flyers are posted in PDF on the Entrepreneurship Education website.

<http://www.education.ne.gov/entreped/PDFs/Shark%20Tank%20Flyer-3.19.15.pdf>

Diane Vigna

Diane Vigna shared that Dr. Andy Zimbroff is a new hire in the Textiles College at the University of Nebraska Lincoln. Andy has a Mechanical Engineering degree and is working with entrepreneurship. He will be a great resource for all of us. One program he is working with is Three Day Start up (3DS). Another item being developed is the Entrepreneurship Challenge will be held June 30, 2015 on UNL East Campus. They need teams of 2-4; must be 4-H members.

Diane also reported she will be retiring on June 30. The group wanted to give a big thank you to Diane for her work on entrepreneurship curriculum which has included Entrepreneurship Investigation (ESI), Blueprint for Success, Community Connections and LEAP into Success and all the support she has given to youth entrepreneurship.

Midwest Educators Forum on Entrepreneurship

The Midwest Educator's Forum in Mason City will be held June 24-26, 2015. Southeast Community College representatives, Diane Vigna and Nancy Eberle with Nebraska Extension, Andy Zimbroff and Marilyn Schlake with Nebraska Extension, and Gregg Christensen with NDE and Shawn Kaskie with UNK will be presenting sessions during the conference.

Succession Planning

Kevin Hagemoser is working on succession planning materials along with UNL Extension.

Activity Synopsis Reports and Handouts

Activity Synopsis Reports and related handouts submitted by NETForce members for this meeting are accessible at the Nebraska Entrepreneurship Education website home page for NETForce at <http://www.education.ne.gov/entreped/NETforce.html>.

These include:

- [Agenda 2015 Educator Workshop- Metro CC Heartland Conference](#)
- [NCE Activities Summary Report](#)
- [UNL Extension Activities Summary Report](#)
- [Red Willow Ext Activities Summary Report](#)
- [NSES Activities Summary Report](#)
- [REAP WBC Activities Summary Report](#)
- [UNK CRRD Spring Activities Summary Report](#)
- [WNCC Activities Summary Report](#)
- [SCC Activities Summary Report](#)
- [ENACTUS-UNK Annual Report](#)
- [Linkubator Brochure WNCC](#)

Locations and dates for next meetings:

Fall October 20, 2015 – To be held the day before the RFI Conference in Lincoln. We need to check with Dell Gines who offered to host the fall 2015 *NETForce* meeting for us if this is acceptable.

Winter - Not decided - Hastings CC might be interested

Spring

Submitted by Nancy Eberle, Secretary