

Small Business is Our Business ...

Small Business Advancement National Center

University of Central Arkansas

<http://www.sbaer.uca.edu>

SBANC NEWSLETTER - January 11, 2000

One of the benefits of International Council for Small Business (ICSB) membership. The staff of the Small Business Advancement National Center welcomes the ICSB as one of our sponsors.

We apologize to those of you who have received this newsletter more than once and to those of you who are just receiving it today. We have been experiencing server problems that may have caused some of you to receive this newsletter numerous times. We are NOT trying to spam you. We do feel that the problem is corrected and apologize for any inconvenience that we have caused. Please feel free to contact us if you receive this email more than once.

USASBE / SBIDA 2000:THE ENTREPRENEURIAL MILLENNIUM
NATIONAL CONFERENCE

The conference will be held at the Sheraton Four Points,
Riverwalk in San Antonio, Texas on February 16-20, 2000.

Topics will focus on issues of significance as we enter the 21st century: New business development 21st Century Style,
Entrepreneurship in a Changing World, Economic Realities,
Technology and Change, Focus on the Family, Incubators and
Institutes, and Challenges and Opportunities for Entrepreneurship

Educators.

To find out more about this conference, visit

<http://www.sbaer.uca.edu/Docs/bulletins/jtconusasbesbida.htm>

THE INVISIBLE PART OF THE ICEBERG: RESEARCH ISSUES
IN INDUSTRIAL ORGANIZATION AND SMALL BUSINESS

The office of Advocacy, U.S. Small Business Administration is holding a one-day conference on Friday, Jan. 21, 2000 in Washington, D.C. about Research Issues in Industrial Organization and Small Business. The objective of this conference is to bring together leading economists and policy makers from across the country to identify industrial organization research issues that have a special relevance to small businesses.

To find our more about this conference, email Darlene Moye-Mahmoud at darlene.mahmoud@sba.gov.

CALL FOR PAPERS

THE ANNUAL UIC RESEARCH SYMPOSIUM ON MARKETING
AND ENTREPRENEURSHIP

The annual UIC Research Symposium on Marketing and Entrepreneurship will be held in Newcastle, Australia on June 13-14, 2000 and in Chicago on August 4-5, 2000.

Two page proposals for research are due February 15, 2000.

The deadline for papers for the Special Topic Sessions are due

on May 15, 2000.

To find out more about this symposium, contact Prof. Bill Merilees at mgwjm@cc.newcastle.edu.au regarding the meeting in June and Ms. Debra Malewicki at dmalew1@uic.edu.

SMALL BUSINESS AND ENVIRONMENTAL PROTECTION: A
WIN/WIN STRATEGY

This paper was presented by Abbas Nadim at the University of New Haven.

Small business and EPA have been, for many years, engaged in a zero-sum, win/lose struggle regarding compliance to, and enforcement of, regulations. This paper develops a strategy matrix and argues that a win/win approach will ease the burden of compliance on small businesses and enforcement on EPA.

To read this entire paper on small business and EPA, visit our Web site at

<http://www.sbaer.uca.edu/Research/1998/SBIDA/98sbi040.txt>

TIP OF THE WEEK

"Success in the Year 2000"

The following are suggested key fundamentals for establishing a highly effective small business in the year 2000.

1. Plan for unexpected change (be flexible and mobile).
2. Strive for uniqueness (differentiate from competitors).

3. Concentrate on the core business (know the work).
4. Create a smarter workforce (develop team efforts).
5. Think and act globally (international competition).
6. Develop relationships with your customers (communicate with customers).
7. Be fair and flexible with employees (understand the workforce).
8. Maintain a contingency cash reserve (prepare for unexpected financial drains).
9. Pursue informal investors for better financing (financing through alternative sources).
10. Establish solid business networks (create partnerships with other businesses).
11. Focus on developing your business (focus on a vision, not just the current job).

"Effective Small Business Management," Hodgetts, Richard M. & Donald F. Kuratko, Harcourt Brace College Publishers, 1999, page 40.

If you have any comments about the SBANC newsletter or if you know of an upcoming small business event to promote, please contact kfe0460@cub.uca.edu

If interested in becoming a member of ICSB, email the International office at <http://www.icsb.org/about/join.htm>

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