

# ❖ Consultants in Minnesota ❖

February 2000

## President's Message

By Larry Bremer

Greetings. I'll begin this article by expressing my thanks and our organization's gratitude to the exiting board. No volunteer organization can succeed without volunteers to fill the leadership roles. I'd also like to welcome the new board (with much thanks as well): The President is yours truly, the Vice President role is being filled by Gordy Schesel, treasurer is Roger Montague, secretary is Ben Moyle. Magne Hatlevik will continue as the newsletter editor and Joan Barnes will continue as the dinner reservation hotline.

Two issues I'll focus my attention on this month are:

1. Making Consulting work for you, as your primary means of support (income).
2. Making consulting work for your family.

Much has been written on the first issue so I won't offer any thing on it at this time. An article on the second issue appeared in The Independent (ICCA's national publication) for November/December 1999. The article is titled "Why your business needs a family plan,

not just a business plan". The gist of the article is: If you're married, then you can't make decisions is if it is your business, you have to make joint decisions. This is particularly true when those decisions impact your spouse and children.

There are several volunteer opportunities for our membership. The first is a need for additional program chairs. Being a program chair is a great way to become involved in the chapter, meet some knowledgeable people in your field of interest (networking) and to learn more about your topic of interest. Trust me when I say it is a rewarding and (mostly) enjoyable experience. The second opportunity is to staff the booth at the strictly Business Expo. Mark your calendars for June 7<sup>th</sup> and 8<sup>th</sup> for attendance and reserve a two hour block of time to staff the booth. Talk about

networking, i. e. meeting influential people (contract labor buyers and other independent contractors). Watch for more information on the Strictly Business Expo.

Lastly, mark your calendars for the 23<sup>rd</sup> National Conference, June 8<sup>th</sup> -10<sup>th</sup>, in the Boston area. Watch for more information on this as well.

Looking forward to seeing you at the Wyndham, Feb 16<sup>th</sup>, to learn more about DSL and other high speed internet options.

### ICCA-MN PROGRAM TOPICS 2000

Date	Program Topic	In Charge
	DSL	
	IT Project Management	
	IBM - JAVA (Keith Rutledge from Atlanta)	
	MS Windows 2000	
	CD 'Burning' Options	
	ICCA Chapter Planning	
	Consulting Business Success Stories	
	Intellectual Property	Bill McTeer
May	Data Warehousing Tool	Joe Harte
	Business to Business-What is it about?	
	All About Accounting!!	
	Marketing Consulting Services	
	PC Troubleshooting	
	Client-Server Systems	
	Network Design Basics	
	Linux Updates	
	Web Hosting	
	Internet TV Appliances	
	IRS Regulation Changes	
	Lotus Groupware	
	Web Development Tools	
	Tips & Tools for New Contractors	
	Forms of Business (Corp or Not)	
	Accounting for Consultant Dummies	
	Insurance for Consultants	
	How Clients are Found	
Aug		Roger Montague
Oct		Brinkman
July		Amy Mckennon

### Officers:

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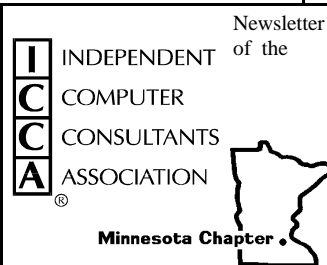
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## Visitors at the ICCA Minnesota meeting January 18, 2000

A hearty welcome to our visitors at the last ICCA meeting. We all hope you will visit again and become part of our association:

### *Guests attending:*

IMS Computer services Jeffery Stramer  
Linda Stinar  
John Brinkman  
Robert Kelsey  
Dave Hamacher  
Riveness Consulting Services Dirk Riveness  
Martha Mutch

### Brokers attending were:

Karlsson Consulting Group  
Mike Steinmetz  
612-820-8965

The Willow Group, Inc.  
William Sonterre  
Stanley Hunecke  
612-897-3550

Tech-Pro Computer Consulting Services  
Dan Drotzman  
Dennis Van Ravenhorst  
651-634-1400

Tech Central, Inc.  
Niki Moeller  
Paul Kraske  
612-837-8000

Romac International  
Bob Anderson  
Rohit Shirole  
Lionel Locke  
Bob Crowley  
Nikki Caillier  
612-835-5100

Anderson Insurance Agency  
Benjamin Jones  
612-331-3712

Vendor profiles submitted at the ICCA-MN Vendor Fair January 18<sup>th</sup>, 2000

Tech Central, Inc. (TCI) has been providing technical services since 1991. We provide consultants primarily in applications environments and software engineering. Positions range from Programmer Analyst, Business Analyst to Project Managers. Our consultants choose the compensation and benefit package that best suits their needs. We enjoy working with independent contractors. For more information please call Niki Moeller or Paul Kraske at 612-837-8000.

Mattson Associates has been providing I. S. staffing services in the Twin Cities since 1986. We pride ourselves in our relationships with both our clients and candidates. Our clients are typically midsize companies using IBM mainframe and midsize computers. We provide permanent and contract people to clients in order to fill their various multi-platform requirements.

Karlsson Consulting, founded in 1984, provides I.T. consulting services to Twin Cities Clients. We specialize in applications development and support, primarily on IBM mainframe and client/server platforms. Please call us to inquire about opportunities or how we work with independent contractors. Mike Steinmetz, 612-820-8965.

Romac International, formally Source Services, providing contract and consulting services in the Minneapolis market place over 37 years. Romac has offices in 109 locations across the United States. Our organization provides full service to the Independent Contractor market as well as the client marketplace. We can be reached at 612-835-5100 in Bloomington. Lionel Locke, Senior Recruiter.

Tech-Pro, Inc. founded in 1989, provides I.T. consulting services to Twin Cities Clients. Tech-Pro has branch offices in Indianapolis, Denver and Phoenix. We provide application analysis, design, development and deployment services enabling IBM mainframe, Oracle,

Microsoft and e-commerce solutions to meet business needs. Tech-Pro can be reached at 651-634-1400 in Roseville. Dan Drotzman, Senior Recruiter.

The Willow Group, Inc is a consulting firm specializing in providing innovative information technology solutions to the healthcare, financial services and transportation/travel industries. The firm was founded in 1998 and currently has 25 professionals. Services provided include program and project management, strategic technology planning, business process redesign, package/vendor selection and implementation, systems design, development and implementation. For information contact Bill Sonterre at 612-897-3550 or email [bill.sonterre@willowg.com](mailto:bill.sonterre@willowg.com). Address is 4640 W. 7<sup>th</sup> St., Suite 319, Edina, MN 55435

## The Vendor Fair

I.C.C.A. Minnesota  
 Balance Sheet  
 December 31, 1999  
 Unaudited - For Management Purposes Only

**ASSETS**

Current Assets  
 Checking Account \$ 4,775.17  
 Total Current Assets 4,775.17

Property and Equipment  
 Total Property and Equipment 0.00

Other Assets  
 Total Other Assets 0.00

Total Assets \$ 4,775.17

**LIABILITIES AND CAPITAL**

Current Liabilities  
 Total Current Liabilities 0.00

Long-Term Liabilities  
 Total Long-Term Liabilities 0.00

Total Liabilities 0.00

Capital  
 Beginning Balance Equity \$ 4,217.18  
 Retained Earnings 759.92  
 Net Income <201.93>  
 Total Capital 4,775.17

Total Liabilities & Capital \$ 4,775.17

For the Nine Months Ending December 31, 1999  
 For Management Purposes Only  
 Current Month Year to Date

**Revenues**

Dinner Meeting Payments \$ 740.00 90.80 \$ 2,476.00 57.90  
 Membership Dues 75.00 9.20 1,800.00 42.10  
 Education Tuition 0.00 0.00 0.00 0.00  
 Total Revenues 815.00 100.00 4,276.00 100.00

**Cost of Sales**

Total Cost of Sales 0.00 0.00 0.00 0.00  
 Gross Profit 815.00 100.00 4,276.00 100.00

**Expenses**

Advertising/Promotion 0.00 0.00 0.00 0.00  
 Bank Charges 0.00 0.00 0.00 0.00  
 Dinner Meeting Expenses 1,149.46 141.04 3,344.71 78.22  
 Education Expense 0.00 0.00 0.00 0.00  
 Postage 46.06 5.65 437.45 10.23  
 Newsletter Printing 26.31 3.23 412.16 9.64  
 Referral Mailing Expense 0.00 0.00 0.00 0.00  
 Directory Printing 0.00 0.00 223.65 5.23  
 Office Supplies 0.00 0.00 7.41 0.17  
 Expenses, Misc. 0.00 0.00 52.55 1.23  
 Total Expenses 1,221.83 149.92 4,477.93 104.72  
 Net Income \$ <406.83> <49.92> \$ <201.93> <4.72>

I.C.C.A. Minnesota  
 Income Statement

Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, by 3:00 PM, Monday, February 14, 2000. Non-members should mail this form to: ICCA Minnesota, c/o Roger Montague, 2738 Winnetka Ave. N, New Hope, MN 55427.

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_  
 State: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

Menu: Sautéed Chicken Deijonaise or Beef Stroganoff Members \$20 Non-members \$23 x \_\_\_\_\_ = \_\_\_\_\_

Enclosed is a check for: \_\_\_\_\_



# Next Meeting

**Wednesday, November 17, 1999**

## **Power Quality**

### **Wyndham Garden Hotel**

4460 W 78th St. Circle  
(612) 831-3131

Social Hour at 5:30PM  
Dinner at 6:30PM

For reservations call  
Joan Barnes @ 651-257-2570

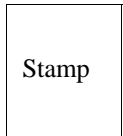
## **FUTURE MEETINGS**

Feb, Apr, Jul,

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