

❖ Consultants in Minnesota ❖

November 2000

President's Message

By Larry Bremer

Greetings.

Thank you to Mr. Paul Miller of the Advantage Group, for his excellent presentation on entrepreneurship. There are certainly many issues for entrepreneurs to consider and resolve and the Advantage Group offers a widely diversified range of services targeted to help entrepreneurs succeed.

The National office has initiated a drive to insure that all local members update their personal profile on the national site. Please visit <http://www.icca.org> and enter the members only area. If you have not ever done so, you will need to register and get a password – a quick and easy process that emails the password to your given email address. You are doing yourself a disservice if your profile is not up to date as they have a good search engine that lets prospective clients search for a specific skill (keywords on your profile, you can update your profile online).

in retention of new members. Another thread is examining the possibility of changing the status of ICCA to a “for profit” organization. There are some proponents for the status change (I am not one of them yet). If anyone would like to follow these threads (or provide input to the opinions expressed) please let me know and I'll forward the messages on to you.

Another opportunity? If anyone is interested in being a chair for a SIG please let me know. Leading a SIG is an excellent way to gain exposure, experience and have some fun too. Don't think local chapter for potential interest in a SIG. The national membership is available for potential SIG participation.

Looking forward to seeing you at the Wyndham on November 15th and at the Holiday party on the 13th of December.

Larry

Officers:

President: Larry J. Bremer

Voice (612) 553-1994

Fax (612) 553-9094

email LJBremer@Compuserve.com

Vice President: Gordon Schesel

Voice (651) 429-8280

email 103011.3513@compuserve.com

Treasurer: Roger Montague

Voice (612) 545-7993

Fax (612) 546-3114

email rogermon@minn.net

Secretary: Ben Moyle

Voice (612) 933-2885

Fax (612) 933-7764

email bmoyle@bimoyle.com

Editor: Magne A. Hatlevik

Voice (651) 264-1608

email magne@magpcs.com

INDEPENDENT
COMPUTER
CONSULTANTS
ASSOCIATION

Newsletter
of the



Minnesota Chapter

The national office has also started several discussion threads. One thread is about the ways to better assimilate new members into the local chapters. Many other chapters are seeing the same patterns we see

NOV



Computer Crime and Punishment: Trends in Recent High Tech Investigations

By Ray Giske

The presenter for the November ICCA meeting is Mark Lanterman, a detective with the City of Hopkins Police Dept. Mark is one of a handful of federally trained Twin Cities officers in the exploding field of computer crime. Mark is currently assigned to the Minnesota Financial Crimes Taskforce. As a result, he routinely assists other law enforcement agencies with computer related investigations including Hennepin County, other west-metro police departments, the LA County Sheriff's Dept., and the New Zealand Dept. of Corrections.

Mr. Lanterman has made several presentations on high technology criminal investigations, most recently to the Minneapolis Chamber of Commerce. His topic for the ICCA meeting is **Computer Crime and Punishment: Trends in Recent High Tech Investigations.**

Y2K Holiday Celebration

By Jackie Harte:

Just when you thought you were safe from those three little letters,

well here they are again! And this time they mean fun, laughter and food with your friends in ICCA.

This year's party is being planned as you read this.

The festivities details are:

When:

Wednesday, Decemember 13, 2000.
6:00 Social Hour,
7:00 Buffet Dinner

Where:

Best Western Drover's Inn,
Concord and I-494, South St. Paul

Cost:

\$30.00 per person.
RSVP: to Joan Barnes at
651.257.2470

Please plan on attending. Your prompt reply will be greatly appreciated to help us plan for a most enjoyable time! So--mark your calendars and give Joan a call!

Entrepreneurship

a recap from the ICCA Meeting of October 17

Who is an entrepreneur? This was the question that Paul Miller from the Advantage Group asked. Paul was the speaker at the ICCA meeting October 17 at the Lido in Roseville. He was assisted by Scott Friend a Sales Associate at the Advantage Group. Three answers came forward. An entrepreneur is a risk take, an Individual and a leader.

The Advantage group has worked with over 1500 entrepreneurs since it opened its doors nine years ago. In today's

business world, you find that a business will evolve to be either really big or stay really small. This has opened up many opportunities for the small entrepreneur.

In big businesses you have buildings full of people that look out for the interest of their company. As an entrepreneur, you have to do many of these tasks yourself. You have to make many decisions alone. The entrepreneurs have to "wear many different hats".

Many entrepreneurs work their business like "the cash machine" They put money in and you take money out. In the end there is very little left.

How can your entrepreneur business run when you are away? How are you going to create equity for yourself? There might be the possibility that your business has value. To find out about this, you have to surround yourself with people like yourself, people that think like yourself. With the help of these people, (The Advantage Group?) you can create a plan for your business. And with the right plan, your business will be in a position to take advantage of the business opportunities when they come your way.

Paul presented many provoking ideas and facts about the struggles of an entrepreneur's life. His key point to success in an entrepreneurs business is to surround oneself with people like oneself, people that think like oneself.



This just In! (Found on the Web)

Submitted by Gordon Schesel
 Excerpted from ipros.com Newsletter 10/13/2000

Career site **FlipDog.com** recently released its September Job Opportunity Index (JOI), which tracks key online job statistics by sampling 600,000 job postings from the Web sites of more than 50,000 employers. Each state is ranked by an index, where an index of 100 is a stable employment climate. FlipDog calculates the index based on the number of job openings listed on the Internet, the Bureau of Labor Statistics total labor force data for each state, and the BLS unemployment rate.

- 10. Arizona 105.78
- 11. Vermont 105.70
- 12. Texas 105.08
- 13. Utah 103.76
- 14. New York 103.37
- 15. Oregon 103.06
- 16. Nevada 102.98
- 17. Georgia 102.51
- 18. Delaware 102.28
- 19. Illinois 102.20
- 20. North Carolina 102.05

States known for their high-tech industries dominate the top 20 rankings (see below), with Massachusetts in the lead by a wide margin and California third. FlipDog does not break down the JOI by industry, but the results suggest that a high-tech presence can boost a state's rank. The complete report is available in Acrobat format on the FlipDog Web site.

State Index

- 1. Massachusetts 148.38
- 2. New Hampshire 121.95
- 3. California 121.64
- 4. **Minnesota 120.24**
 (as if we didn't already know)
- 5. Washington 119.54
- 6. Virginia 118.53
- 7. Colorado 114.87
- 8. Connecticut 112.46
- 9. Maryland 111.45



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, **by 3:00 PM, Monday, November 13, 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 Selections: Chicken Dijonaise, London Broil, Beef Stroganoff

Members \$25 Non-members \$28 x _____ = _____
 Late Charge \$2 x _____ = _____
 Enclosed is a check for: _____



Next Meeting

Wednesday, November 15, 2000

**Computer Crime and Punishment:
Trends in Recent High Tech
Investigations.**

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

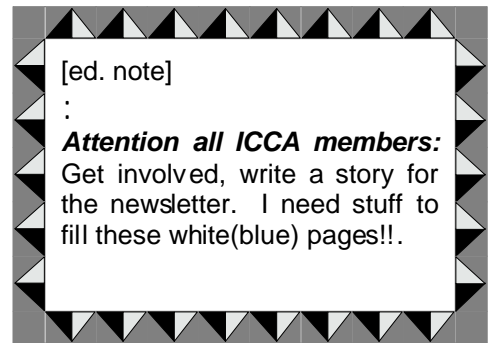
FUTURE MEETINGS

Dec 21 Holiday Party
Jan 16 Broker Fair

ICCA Disclaimer notice.

"Discussion of any legal issues in any article that appears in this publication is presented as educational material only. The Independent Computer Consultants Association does not and cannot take responsibility for any statements made within this publication as to the meaning or effect of any federal or state law, statute, regulation or ordinance and any opinions expressed in this publication as to such meaning or effect are the opinions of the authors and are not the opinions of the Independent Computer consultants Association, Inc. Any actions or legal steps taken should be thoroughly reviewed with your personal attorney or tax consultant as laws vary from state to state and also because the facts or your situation may not support application of any rule, statement, or suggestion that may be printed in this publication."

Permission is granted to all ICCA publications to quote and reprint any material appearing in Consultants in Minnesota, except where protected by individual copyright, provided credit is given to the author and Consultants in Minnesota



5788 Lincoln Drive
Edina, MN 55436

Stamp

First Class Mail

