

# ❖ Consultants in Minnesota ❖

February 2002

## President's Message

By Randy Hayman

Greetings All!

I would like to graciously thank the Brokers that gave presentations at our January meeting.

They were Karlsson Consulting, represented by Mike Steinmetz; Mattson Associates, represented by Carol Linkert; Tech-Pro, represented by Mary Pease and Kelly Van RavenHorst; and Development Resource Group, represented by Dawn Wampole and Stephen Taylor.

I would like to personally thank these individuals and their Companies for taking the time and effort to identify themselves with the members of our local ICCA Chapter.

These firms have been working with the Minnesota Chapter of the Independent Computer Consultants Association for at least twelve years. I urge you to become a member of our local ICCA chapter to fully benefit from relationships like these.

On a related note; if you thought you were a victim of circumstances, take heart in the following: I met a friend this past weekend at the MSP airport. This friend had doubled their salary by moving to Seattle, Washington. This friend and nine of their co-workers all lost their jobs when that company went under. This was twelve months ago. My friend and my friend's co-workers have been unemployed in their chosen fields for the past twelve months.

When I met this friend at the MSP airport, I couldn't meet them at the arriving gate, I was prohibited from entering into the Secure Area - that area beyond the security gates. I had to meet this friend out in the ticketing

area. Good thing we had cell phones, since this restriction was unbeknownst to us.

After talking to this friend for the nearly three hour lay-over they had at MSP, I realized that we have most likely been spared the worst of the current recession. I feel that we in the upper mid-west have been greatly impacted, though not as severely as the Pacific West. Feel free to disagree with me on this one....

On a related note, ComputerWorld has been covering the current state of the consulting market for the past couple of weeks, peruse their coverage of this market segment for an idea of what to expect for the remainder of the year.

Personally, I believe that we have turned the corner and we are headed towards greener pastures.

In light of our upcoming local Chapter elections, feel free to throw your hat in the ring to be put on a ballot. We elect a Secretary, Treasurer, Vice President, and President each year. This year's elections will be held in March with the newly elected taking office in April. If you would like to nominate a current member for any of the positions, email your nomination with the office you are nominating them for to any of your current board members (look to the left of this column for the list.) I can truly say that you will get out of this organization a benefit not less than the amount of effort you put into this organization.

Let me know your thoughts by sending email to me at [haymanr@icca.org](mailto:haymanr@icca.org).

Thank you one and all!

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INDEPENDENT  
COMPUTER  
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Newsletter  
of the



Minnesota Chapter

Feb

## Broker Fair Recap.

By Larry Bremer

The eighth annual broker fair was well attended by ICCA members, brokers and many guests. Some brokers provided short company bios, which are presented later in this newsletter. The brokers included ( in alphabetical order):

Development Resource Group  
952-380-5990 Stephen Taylor and Dawn Wampole .

Karlsson Consulting 952-820-8965 Mike Steinmetz.

Mattson Associates 952-830-1925 Carol Linkert.

Tech-Pro 651-634-1420 Mary Pease and Kelly Van Ravenhorst.

Many contacts and business cards were exchanged. The highlight of the presentation was the trivia quiz presented by Dawn from the Development Resource Group.

Please keep this list and refer other consultants to them as the opportunity arises.

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### **Karlsson Consulting Group, Inc.**

(Karlsson) is an Information Technology consulting firm, incorporated in Minnesota in September, 1984. We provide staff augmentation services to mid-size and large companies in the Twin Cities area. We specialize in business applications development and support. Our technical expertise is primarily on IBM mainframe and Client/Server platforms.

Karlsson is a member of the National Association of Computer Consultants (NACCB) and we subscribe to their code of ethics. We are also very proud to be able to say that we were the winners of the 2001 Minnesota Business Ethics Award.

We are actively developing relationships with Independent Consultants, and would welcome an opportunity to talk to ICCA members.

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**Mattson Associates** was established in 1986 by **Rhonda Mattson** to provide contract computer programming services to Minnesota companies. At the request of several clients, in 1992 MAI applied for a license to do permanent placement services in Minnesota. As our company's technologies have evolved over the years, MAI's ability to support their requirements has also. No longer just an IBM mainframe consulting firm, Mattson works with companies to fill all staffing requirements under the I.T. umbrella.

\*\*\*\*\*

## Investment Planning

The February meeting will focus on investment planning specifically retirement planning and investing in a recessive economy. Andrew Rolnick and Dave Nordmeier will be the presenters from North Star Resource Group. Below you will find additional information about each presenter.

### **Andrew N. Rolnick, CLU, ChFC**

**Registered Representative/CRI Securities, Inc.,  
Securian Financial Services, Inc., Securities Dealers; Members NASD/SIPC  
Investment Advisor Representative, +  
Marathon Advisors, Inc.**

Andrew graduated from the University of Wisconsin, Madison in 1995 with a degree in Personal Finance. His areas of specialty are:

### **Investment Planning<sup>+</sup>**

*Andrew helps his clients in many areas of investment planning ranging from:*

- Building and maintaining emergency funds
- Accumulation savings for homes, travel fund(s), education funding, etc.
- Early retirement planning
- Financial independence planning

### **Insurance Planning**

*Andrew conducts insurance evaluations and analysis' to determine:*

- Adequate life insurance needs analysis
- Choosing the right kind of coverage (Term, Whole Life, Variable Life, etc.)
- Disability Insurance (Private vs. Group)
- Business Continuation Plans

### **Dave Nordmeier, CFS**

**Registered Representative/CRI Securities, Inc.,  
Securian Financial Services, Inc., Securities Dealers; Members NASD/SIPC  
Investment Advisor Representative,  
+Marathon Advisors, Inc.,  
A Registered Investment Advisor**

Dave is a 1995 graduate from Mankato State University. He has a Bachelors Degree with a concentration in Marketing. Dave also holds the Certified Fund Specialist (CFS) designation through the Institute of Business and Finance.

His concentration is working with families and business owners who are concerned about their financial future. He focuses on the construction of well-balanced financial plans that address Asset Protection, Asset Accumulation, and Asset Distribution.

Dave specializes in the following areas:

- Education Planning
- Retirement Planning and Development
- Tax Planing<sup>1</sup>
- Risk Management
- Portfolio Construction and Management
- Full Plan Implementation

### Tech-Pro

- Information Technology consulting is our only business
  - Attached below is a listing of the technology services we are capable of offering
- Over 250 professionals under contract
- Over 70 active clients, including Fortune 500 companies and government agencies
  - ü Preferred vendor at Wells Fargo, American Express Financial Advisors, Target, US Bank, Best Buy, State of Minnesota, Allianz, City of Minneapolis, Pillsbury, Business Incentives, Conesco, Fortis, United Health Group, Medtronic, Imation, Minnegasco, Xcel Energy, US Postal Service, Onan, Super Value, ELCA, Deluxe, Cenex/Land O'Lakes , RFC/GMAC, Medtronic, Northwest Airlines
- Award-winning performance: American Express Supplier Excellence Award in 1999, 1998, 1997 and 1996
- Solid financial stability-Tech-Pro is debt free
- Private company founded in 1989 , based in Minneapolis/St. Paul, with offices in Denver and Phoenix
- Selected as one of the top 50 *Fastest Growing Private Companies in Minnesota* in 1999 and 2000 by City Business
- Professional Affiliations
  - ü Microsoft Solution Provider
  - ü IBM Partner
  - ü Mercury Interactive Solutions Partner
  - ü Member of the National Association of Computer Consultant Businesses (NACCB)
- Tech-Pro provides our clients a performance guarantee designed to ensure satisfaction. There will be no charge if our client finds that our consultant is not a proper fit in the first two weeks of the contract, and the consultant will be replaced. Upon completion of each contract, we also survey our clients to measure their satisfaction in meeting project expectations. Our goal is to build lasting relationships with mutual satisfaction.

ICCA meeting schedule and location for 2002 By Amy McKenna				
		Topic	Sponsor	Speaker
Tuesday, January 15, 2002	Lido	Broker Fair	Larry Bremer	Multiple
Wednesday, February 20, 2002	Wyndham	Investment planning	Amy McKenna	Dave Nordmeier and Andrew Rolnick
Thursday, March 21, 2002	Lido	Virtual Organizations	Amy McKenna	Kirsten Chapman
Tuesday, April 16, 2002	Wyndham	Marketing	Randy Hayman	Jeff Hickstein, Director of Sales and Marketing, Project Consulting Group
Wednesday, May 15, 2002	Lido			
Thursday, June 20, 2002	Wyndham			
July, 2002	Summer Break	Summer Break	Summer Break	Summer Break
Tuesday, August 20, 2002	Lido			
Wednesday, September 18, 2002	Wyndham			
Thursday, October 17, 2002	Lido	Tax planning	Ray Giske	TBD
Tuesday, November 19, 2002	Wyndham			
Wednesday, December 18, 2002	TBD	Holiday Party	TDB	None



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, **by 3:00 PM, Monday, February 18, 2002.** Non-members should mail this form to: ICCA Minnesota, c/o Norm Nelson, 2200 E 22nd St. Minneapolis, MN 55404-3165

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

Menu Selection:

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



# Next Meeting

Wednesday, February 20, 2002

## Investment Planning

### Wyndham Garden Hotel

4460 W 78th St. Circle  
952-831-3131

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

For reservations call  
Joan Barnes @ 651-257-2570

## FUTURE MEETINGS

Thursday, March 21, 2002  
- Virtual Organizations

### ICCA Disclaimer notice.

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[ed. note]

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**Attention all ICCA members:**  
Get involved--write a story for the newsletter. I need stuff to fill these white(blue) pages!!



7632 Sherwood Road  
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Stamp

**First Class Mail**

