

❖ Consultants in Minnesota ❖

March 2002

President's Message

By Randy Hayman

Greetings All!

First, I would like to graciously thank Andrew Rolnick, David Nordmeier, and Ben Sutterland for their enlightening featured presentation on Financial Planning as it relates to independent consultants.

Next, I would like to graciously thank Jack Rose, Norm Nelson, and Larry Bremer for accepting nominations, and agreeing to serve our local chapter, if elected, to officer positions. Elections will be held at the March monthly meeting. Officers will take office in April. If you would like to throw your name into the ring to be on the ballot for President, Vice President, Secretary, or Treasurer, please phone or email one of the current officers. You can find the names of the current officers to the left of this column.

Although not an elected office, if you would like to be our local chapters' newsletter editor, contact one of the current officers and we will certainly consider your offer. Note, Magne has been doing a wonderful job, and his shoes will be hard to fill.

As a volunteer organization, we need to keep our key volunteers from 'burning-out', so some 'new-blood' would be appreciated. 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.

Some of the key items your current elected officers have slated as priority items this year are:

- continued work on our local chapters' website (please provide feedback and comments to your officers)
- documentation on the roles and responsibilities of each key official (elected officers and editor)

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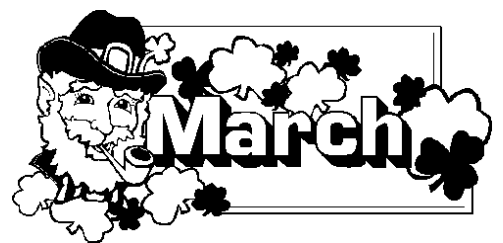
- documentation and checklists on ICCA-MN member identified best-practices (systems engineering, infrastructure, architecture, etc...)
- increased exposure, membership, and benefits of ICCA - National, and our local Minnesota Chapter
- increased value and benefit from membership in ICCA, National, and our local chapter

You may already be aware of this, but in case you are not, ICCA National has subscribed each and every member of ICCA to the monthly publication 'The Talent Economy' which, until recently was called 'Contract Professional', before it merged with 'The Purple Squirrel' and 'The Talent Economy'. From my viewpoint, it appears that ICCA is in the infancy of a metamorphosis to bring greater value to each and every one of us. My goal, as chapter president is to further that value to our local membership.

June's National ICCA conference in Denver is fast approaching. The National ICCA conference is a tremendous opportunity for us to learn and grow as business owners that we are. Plan on attending the conference from 7-9 June 2002.

Let me know your thoughts by sending email to me at haymanr@icca.org. Based on the incoming email from the past year, it would appear that either, (a) our membership has no thoughts (highly unlikely), or (b) our local chapter is fulfilling 100% of your desires and needs as independent consultants (Go Team Go!).

Thank you one and all!



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Newsletter
of the



Minnesota Chapter

Investment Planning a Recap.

By Amy McKenna

I would like to thank Andrew Rolnick, David Nordmeier, and Ben Setterlund from North Star Financials for presenting at the February meeting. They were very welcome to an interactive presentation and open to many questions. Their presentation covered both general insurance planning, including disability and long term care insurance, and basic investment planning. One of their first slides holds the key to investment planning, "Spend less than you earn". This seems like such a simple concept but we found that the average American spends \$1.13 for every \$1.00 they earn. If you missed the meeting, and would like to meet with someone from North Star Resources, please contact Ben Sutterlund at 612-617-6000.



Virtual Organizations

by Amy McKenna

The topic of the March 21, 2002 meeting will be Running a Virtual Organizations, presented by

Kirsten Chapman.

Kirsten Chapman is a business development and marketing executive with 20 years' experience in the IT industry.

Chapman began her career in sales support with IBM and later joined Honeywell Information Systems as a marketing associate. She subsequently held a sales position with Cap Gemini America and in 1985, as national marketing director, helped launch Resource International, a contract consulting services venture.

In 1987, Chapman started a business development and marketing consulting practice specifically for IT companies. In addition, she provided turnaround consulting services through Sullivan & Associates.

In 1995, Chapman formalized her consulting practice associations and founded KC Associates, which provides IT companies with a single source for strategic marketing consulting, product launches and marketing outsourcing, as well as a broad-range of competitively priced marketing communications services.

Chapman has been an invited speaker on topics that include marketing planning, product launches and positioning for the Minnesota Software Association and for Microsoft's Channel Partner Summit. She also has served as an adjunct professor and guest lecturer (graduate and undergraduate levels) at the Universities of Minnesota and St. Thomas.

Chapman holds a master's degree in strategic management from the University of Minnesota and a bachelor's degree in marketing from the University of Denver.

Development Resource Group, Inc.

Founded in 1986, Development Resource Group, Inc. is a Minneapolis/St. Paul company that provides long-term software, hardware and mechanical engineering consultants for product development companies in the Twin Cities.

DRG has built a reputation for long-term contract assignments (average length of contract is nearly 3 years). Through our in-house managed staffing projects, we offer entry-level through senior consulting positions in product engineering. We work with a wide range of companies in Minnesota, focusing on the medical devices and industrial control industries.

As a contract house, DRG has a long history of supporting the independent contracting industry, from working with Representative Ramstad for the repeal of tax law 1706, to lobbying congress, to working to

provide fair laws for wage issues that even the playing field.

In addition to our services in engineering staffing, we have two in house divisions. The System Integration Division is an off-site solutions provider offering complete automated product test and measurement solutions. The Software Test Division provides full verification solutions for software product development support.

As part of our company philosophy, we believe that the consulting industry benefits not only our customers, but also the consultants that work with us, and we work to make that happen. DRG is a unique contract engineering firm. We are in business for our consultants. Whether you work contract assignments as an independent contractor or work in our test services or system integration division, the DRG team is working for you.

ICCA meeting schedule and location for 2002 By Amy McKenna				
		Topic	Sponsor	Speaker
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



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, **by 3:00 PM, Tuesday, March 19, 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: The Lido Italian Buffet

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



Next Meeting

Thursday, March 21, 2002

Virtual Organizations

Italian Market Deli by Lido

2801 North Snelling Ave
651-636-9721
(north of Rosedale)

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

For reservations call
Joan Barnes @ 651-257-2570

FUTURE MEETINGS

Tuesday, April 16, 2002 - Marketing

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!!

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