

❖ Consultants in Minnesota ❖

January 1997

President's Letter

From: "Joan Barnes", INTERNET: jebarnes@igc.apc.org

So this is my last prezletter, and I've been rather struggling with it. There has been a fair amount of action on the ICCA front, but most of it not from the prez. For those of you who missed the holiday fun, you missed some holiday fun. A thank you to Norm Nelson for making the arrangements for the Festsaal at the Black Forest Inn. We had a nice room all to ourselves, good food, a piano which Robert Kelsey played some carols on, Magne's friend Kaia played guitar, and we all sang along.

So now for the work part. 1.) As a result of our splendid presentation at the Government Training conference, we have been asked to participate in the next one.

Participation includes being part of the program planning process and/or actually doing a presentation. The theme for this next conference is telecommunications. It is a conference attended by state and local government employees. If anyone has an interest in participating, talk with me or Ray Giske. I think that this is a good opportunity for ICCA to build a profitable long-term relationship.

2.) And speaking of conferences, the Minnesota Chapter of ICCA has agreed to be the host chapter for this year's ICCA national conference. There were some difficulties with the chapter that originally was going to host the conference, and the national board was looking for a substitute host chapter. We held an 'emergency' meeting a few weeks ago with the current MN chapter board,

the probable next year's MN chapter board, and Joyce our national office director.

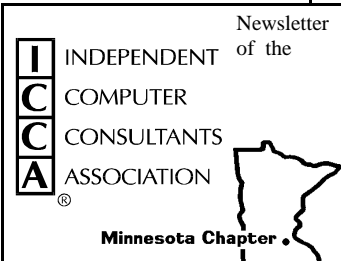
There was a fair amount of reluctance to take on this project because we have all worked on conferences and it is, indeed, a lot of work. What prompted us to vote, almost unanimously, for committing to this project were these factors: 1. If we didn't do it, there would be no 1997 national conference. We felt that an annual national conference is good for the association, and skipping a year would be a bad indicator of the value that we place on this event. 2. Bill Buending volunteered to be conference chair. We all have great respect for Bill's professional, organizational, documentation (I'm in awe of this one), and follow-through skills. Couldn't ask for a better person to pull this thing together. 3. The national office will be doing a huge amount of the work.

Joyce and the national staff did last year's conference single-handedly, and by all reports (sorry I missed it) it was the best conference ever. They have skills, and now experience, and contacts to really pull this off. They're just looking for a little help. So here's the current help that Bill and Joyce need from us. It has to do with speakers and sponsors. If you know of good, knowledgeable, amusing speakers, send the name and topic to Bill (76212,1045@compuserve.com). You will NOT be asked to negotiate with the potential speaker. Joyce will do that. We just need names and topics and references (how do you know that this person has half a clue and is halfway amusing). Also send to Bill suggestions for sponsors/door prize people. So that's all I know.

See you at the next meeting.

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ICCA 'Broker Fair'

FROM: Ben Moyle, 73250,3064

The Minnesota Chapter of the Independent Computer Consultants Association (ICCA) will be holding its third annual 'Broker Fair' as a part of its monthly meeting on the evening of Tuesday, January 21, 1997, at the Wyndham Hotel in Bloomington.

Although the primary emphasis is on companies that provide opportunities to computer-related contractors, companies which sell products or services or have certification programs that might be of interest to our members are also welcome.

The format of the evening is simple and relatively low-key. It begins with a social period at 5:30, which is probably the main period for brokers et al to make direct contact with the consultants. There will also be a table provided to leave brochures on pertinent services or products. There is a dinner at 6:30, cost \$20 per person, and following the dinner each vendor will be given a chance to describe their company to the group. This is expected to take 2-5 minutes each. Then ICCA will have its annual business meeting, but guests will be given a chance to leave before that starts.

[ed. note: This is the text of a letter Ben sent to brokers. If you know someone you think should be included, pass the information along.]

Flying High

a Short Bio of Ben Moyle
by Larry Bremer

Ben was born and started growing up in Columbus, Ohio. Since his Dad was career military, he saw more of

the world before finishing grade school than many people see in a lifetime. Tours included New York, California, Japan and lastly Duluth MN. He finished school in Duluth, participating in (AKA running) the drama club, chess club and science club. He also graduated from UMD, with Bachelor of Arts degree, majoring in Mathematics and Political Science. In college, he participated Math club and ROTC. Ben also belonged to the Arnold Air Society which was primarily a fraternity for ROTC members.

Immediately out of college, he went to work for the Federal Reserve Bank of Minneapolis as a systems programmer. After 10 years with the Fed, he began his consulting career. The plan was to develop software for retail sale in the idle time between contracting assignments. As fortune would have it, the early success of the first product (BIMSPOOL, 3270 printer support) caused an early branch into software. His software still dominates the market niche it serves and is internationally known.

BIM and Associates has grown to 13 employees (25 foreign agents producing sales), and the general ledger posts gross revenue of between 2 and 2.5 million annually.

Ben is a charter member of ICCA MN and was the first acting president since he organized the first chapter meeting in 1980. Ben is also instrumental in publishing the membership directory, organizing the annual Vendor/Broker Fair (this meeting) and also maintains the ICCA-MN referral service.

On a more personal level, Ben has never been married but in his words has had the same girl friend longer than most people stay married. He enjoys flying and owns a plane that is

capable of aerobatics. He flies to either coast a couple times each year, would like to do more aerobatics, and plans to pursue his instrument rating. He has several stories about flying - ask him about turning an airplane into a glider while in the air!

Minnesota Chapter Will Host 1997 National Conference

by Bill Buending

On December 16, the current chapter board, the new board, and a couple of interested by-standers had dinner with Joyce Burkard of the ICCA National Office. Joyce was in town to enlist the Minnesota Chapter as hosts of the ICCA National Conference to be held June 21-22, 1997.

It seems that the 1997 Conference plans that were in place last October had evaporated in November. New conference plans never quite solidified. So, Joyce was faced with two precedent-setting options, neither of which gave her a warm, fuzzy feeling. The National Office could host the conference again, making it two in a row and virtually guaranteeing that the NO would be the host of choice in 1998, too. Alternatively, the 1997 conference could be skipped, making the 1998 somewhat more difficult to get off the ground.

Sages that they are, the boards (current and new) approved the proposal that Minnesota host the 1997 National Conference. The Twin Cities in June is a nice place to be. Joyce's winning argument seems to

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have been her observation that the Minnesota chapter is a wee bit more co-dependent than some other locales. Probably stems from the five months of mutual "slip-slidin' away" that we share. At any rate, following a long history of opening my mouth before engaging my brain, I volunteered to Chair the event.

So, what can I tell you after 19 days of our 188 day adventure? Well, the hotels have been contacted and are responding even as you read this. The conference site will probably be on the 494 strip and most likely be near the airport.

The conference theme is tentatively "Striving for Balance." We need balance between our business life and our personal life, between our client's needs and our families, between reality and virtuality, between calling on what we already know for today and gaining what we need to know for tomorrow. This theme idea is tentative, because the conference staff is just now evaluating it and they have not had the opportunity to show me where I went off the deep end.

There will be a track and a half or two tracks, depending on how we lay it out. One track will be business and

focus to some degree on start-up and business-building issues. The other track will address the "balance" issues. The National Board wants 2 hour sessions, if possible, so that the speaker can really get into the subject. We'll try to accommodate them in this. A couple of sessions periods might end up as two one-hour shots. Saturday night will be the Awards Banquet. The membership Annual Meeting and the door prize distribution are tentatively scheduled for Sunday afternoon, but this could change. At this point, how the two days will actually be configured is still under development.

The current potential speaker list includes 22 people. For the most part, these folks are nationally known. Some have spoken at previous ICCA conferences. Others are regulars at DPMA and MJCC conferences. They include authors, teachers, managers, and others. A spectrum of experience to help each of us in growing our business and in making our lives more fulfilling. We are also working with a list of about 70 local vendors, seeking sponsors and door prizes. Our task in this speaker/sponsor process is to identify the candidate, identify how to make contact, and then pass the information along to the National

Office. The NO will then make contact with the candidate for speaker and/or sponsor. In this way, each candidate will get the same appropriate story. Rather than having 27 of us flaying away with 27 different ideas of what will be happening.

At the Holiday Fun party December 18, we distributed flyers seeking input regarding potential speakers and topics for the conference, plus ideas about the theme and logo. Thanks to all of you who have given me info thus far. It is really appreciated. But, like all users, I WANT MORE!!!

Get out your calendars and highlight June 21-22. That is when you will be at the ICCA National Conference. And keep in mind that I might call on you to satisfy some specific task over the next few months. So, don't be planning any long out-of-town engagements.

That's all I know right now. But, I will keep you informed.



Meeting Reservations: Members may phone your reservation to Joan Barnes' office at 257-2570, by 3:00 PM, Friday, January 17. Non-members should mail this form to ICCA Minnesota, c/o Sheridan Timms, 6940 Tartan Curve, Eden Prairie, MN 55346.

Name: _____ Company: _____
Address: _____ City: _____
State: _____ Phone: () _____

Marinated Flank Steak Member \$20 non-member \$25 x _____ = _____
Chicken Stir Fry Member \$20 non-member \$25 x _____ = _____
Enclosed is a check for: _____


December Meeting Broker Fair/Annual Meeting

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[ed. note]

 This is definitely my last issue as editor. Thought you might enjoy a top ten list that did not come from that late TV show.

The Top Ten Signs Xena Has Been Using Your Computer.

10. Corpse of assassin lying on top of your monitor.
9. You are now subscribed to the newsgroup alt.leather.bloodstains.removal.
8. You're now receiving junk e-mail from Joxer@weenie.com asking for a job.
7. Your password is now arg0rules.
6. There is a number six. But to annoy Veronica Arreola I'm omitting it.
5. Computer now Yiyiyiyiyiyiyiyiyi's at start-up.
4. LaserJet now loaded with Greek fonts.
3. Hard drive clogged with JPEG's of ancient weapons.
2. High score on DOOM is now held by XWP.

...and the number one sign Xena has been using your computer is...

1. There's a Chakram jammed into your CD-ROM Drive.



Next Meeting

Broker Fair/Annual Meeting

Tuesday, January 21

Wyndham Gardens Hotel

north frontage road of 1494 West
of France Ave

FUTURE MEETINGS

Feb 19

Mar 20



5788 Lincoln Drive
Edina, MN 55436