



PEI ready for annual conference

Event promotes minority business development

Set to launch its 8th annual conference for minority business leaders, Partners for Economic Inclusion will this year bring one of the nation's leading experts in technology to the Port City for an interactive discussion on how businesses can increase revenue by "Bridging the Digital Divide."

Chancellor of the Massachusetts Institute of Technology (MIT), Dr. Phillip L. Clay is the keynote speaker for the Partners conference to be held from 8 a.m. to 1 p.m. Wednesday, Feb. 8, 2006, at Cape Fear Community College's North Campus.

Dr. Clay is one of the two most senior academic officers of MIT and has responsibility for graduate and undergraduate education, student life and student services at the university. He has been a member of the faculty since 1975 and is widely known for his work in fed-

eral housing policy and community development. He has served as a member of the Policy and Research Advisory Councils of the Federal National Mortgage Association (Fannie Mae) and served as a consultant to many federal and state agencies and foundations.

"Knowing Professor Clay's background, we couldn't be happier to have a speaker of this caliber in Wilmington to challenge our minority business owners on ways today's technologies can be put to use for them," said Dr. Larry Clark, co-leader of Partners' Leadership Team.

Each year, Partners for Economic Inclusion hosts this conference for small and diverse business leaders with a keynote speaker who offers insight on current topics relevant to the business owner. At the same time, attendees are given opportunities to meet and get to know other business leaders, from both

large and small organizations, so that relationships are begun that may lead to future business opportunities.

"It is our desire that conference attendees leave this workshop with a better understanding of Partners' mission to foster creative solutions to grow African-American businesses," said Louis Rogers, co-leader of Partners' Leadership Team. "We hope that they also take away new found knowledge from our speaker to start using in their companies right away."

Partners for Economic Inclusion's annual conference is open to the public at no charge. The conference is supported by many local companies and includes participation by Wilmington Mayor Spence Broadhurst, County Commissioners' Chairman Bobby Greer, Congressman Mike McIntyre and other local and state elected officials.

Our Mission:
To expand business opportunities for local African-Americans by developing strategies for economic inclusiveness.

You are cordially invited to the
PARTNERS for ECONOMIC INCLUSION
8th Annual Conference
 Wednesday, February 8th, 2006 8am-1pm
 CFCC North Campus, corner of College & Blue Clay Rd.
 Breakfast & Lunch provided
 To Pre-Register call (910) 762-2611 ext. 570



Bridging the Digital Divide
Using Simple Technologies to Improve Your Business

Keynote Speaker: Dr. Phillip L. Clay
 Chancellor, Massachusetts Institute of Technology,
 Native of Wilmington

 www.partnersforeconomicinclusion.org



Dr. Phillip L. Clay, chancellor of the Massachusetts Institute of Technology, represents one of the two most senior academic officers at MIT.

What's it all mean?

Digital Divide: A social/political issue re-referring to the socio-economic gap between communities that have access to computers and the Internet and those who do not. The term also refers to gaps that exist between groups regarding their ability to use ICTs (Information and Communications Technologies) effectively, due to differing levels of literacy and technical skills, as well as those who have access to digital content and those who don't. *Resource: Wikipedia*

For more information, call Louis Rogers at 341-3272. To RSVP for the conference, call the Greater Wilmington Chamber of Commerce at 762-2611, ext. 570.

Spotlight on education team

In 2005 the Partners Education Team made a splash by introducing a slate of workshops aimed at providing training to small businesses on basic skills needed to operate a successful enterprise. Workshop topics included: "Marketing your Small Business", "Basic Computer/Internet Skills", "Basic Bookkeeping" and "How to Obtain Government Contracts". "Our team goal this year has been to reach small businesses with skills that will help them succeed at the highest level", said team co-leader Matt Magne, "We've had over 50 attendees and have affected over 20 small businesses in the last year, the majority of attendees rated our seminars as "exceeding expectation".

The Education team has operated within PEI for the past eight years with the mission of initiating methods for creating and implementing mentoring programs which will educate black entrepreneurs on how to operate and maintain a competitive business. The intended result is to increase the amount of practical business knowledge and experience of the black entrepreneur.

The team is looking forward to 2006 as an opportunity to continue addressing the training demands of small business. We invite anyone who is looking to improve their company's efficiency to take part in PEI workshops. All workshops are free of charge and information on upcoming offerings can be found at the PEI website.

Education Team Membership

- Paul Hicks, Executive Director of Cape Fear Regional Community Development Corp.
- Leslie Langer, Regional Director, Small Business Technology Development Center
- Tim Brewington, NC DOT, SE Black Chamber
- John Cowan, SCORE
- Hettie Map, Wilmington Housing Authority
- Dale Smith, Northside Resource Center, Convention Center Taskforce
- Matthew Magne, Small Business Center Director, Cape Fear Community College

Have an idea for a NEW seminar? Would like to contribute to or join the Partners for Economic Inclusion? Would like to be notified about UPCOMING seminars?

Please contact Matt Magne at 362-7216, or at mmagne@cfcc.edu

Relationships Team

Networking opportunity
 Clyde Stunson - Co-leader
 Laura Ess - Co-leader
 contact (910) 794-2636

Capital Team

Access to capital
 Jonathran Kriepps - Co-leader
 Patrick Boykin - Co-leader
 Contact (910) 251-2150

Leadership Team

Setting PEI direction
 Larry Clark - Co-leader
 Louis Rogers - Co-leader
 Contact (910) 341-3272

Public Relations Team

Publicity and information
 Todd Gerlach - Co-leader
 Nick Rhodes - Co-leader
 Contact (910) 313-0147

Partners Bio

Partners for Economic Inclusion began in 1998 as a component of the 1898 Centennial Foundation.

It is a grassroots effort among black and white business people to encourage more inclusive business practices and expand opportunities for minority-owned businesses in the Cape Fear Region.