

January 19, 1989

30 LEGISLATIVE COUNCIL BILL #20

UNIVERSITY OF COLORADO

STUDENT UNION

Sponsored by:	College of Business Rep.	Lori Carter
Authored by:	CUACE Executive Director	Christine Landau
	CUACE Treasurer	John Cordasco

A BILL

BILL HISTORY

This is a proposal requesting funds concerning the VI Annual ACE (Association of Collegiate Entrepreneurs) International Convention and Trade Show. Past ACE president, Jay Bushman, attended last years convention and felt that attendance would be beneficial to officers, outstanding members, and future members. It is the purpose of CUACE to create an environment that will assist dedicated members in developing the skills, knowledge, and relationships necessary for them to bridge the gap between what they are learning at the University and the business community. Attendance at the convention will enable the officers to improve the environment and programs already created by ACE for the student body.

The eight attending representatives from ACE have a further objective. We would pass on our knowledge gained at the convention to interested students through a Saturday afternoon workshop, to take place some time in March. Also, current and future members will benefit from discussions during the regular Tuesday night meetings.

This years convention is to be held in San Francisco from Feb. 16-19, 1989. It will include four days and three nights of speakers, workshops and networking. This is an excellent opportunity to enhance our knowledge and create positive PR for the entire University in the area of entrepreneurship.

BILL SUMMARY

This bill shall allocate \$658.00 to help fund R/T bus tickets to San Francisco for 7 CUACE representatives to attend the VI Annual ACE International Convention and Trade Show Feb. 16-19, 1989.

BE IT ENACTED by the Legislative Council of the University of Colorado Student Union, THAT:

SECTION 1: An amount not to exceed \$658.00 + GAR shall be allocated to the CU Association of Collegiate Entrepreneurs for transportation for 7 delegates at the VI Annual ACE ACE International Convention and Trade Show, to be held February 16-19, 1989.

SECTION 2: A written report will be submitted pursuant to 24 ECB #4.

SECTION 3: This bill takes effect upon passage.

1/19/89 - PASSES - LEGISLATIVE COUNCIL - 1st READING - 15-1-1

1/26/89 - PASSES - LEGISLATIVE COUNCIL - 2nd READING - 9-1-3

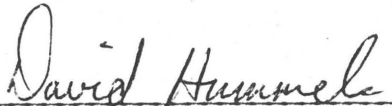
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Total estimated Budget for 8 people

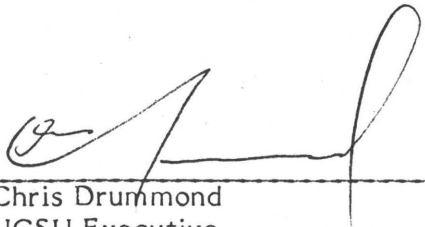
Registration fee \$130 x 8 (people)	\$1040.00
Transportation (8 R/T Bus tickets @\$94ea)	752.00
Lodging (2 double occupancy rooms at Hyatt Regency)	667.00
Food Expences \$15/day, 5 days x 8 (people)	<u>600.00</u>
including days of transportation	
TOTAL	\$3059.00

Our funding will come from the following sources:

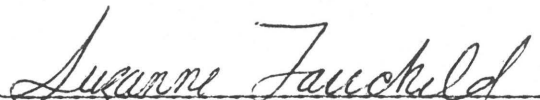
Personal Responsibility	\$1269.00
ASSG	307.40
Business Board (Request)	307.40
Fund Raising and Request from Dean	517.20
UCSU Request (\$94 R/T Bus Ticket x 7 people)	<u>658.00</u>
TOTAL not incl. GAR	\$3059.00



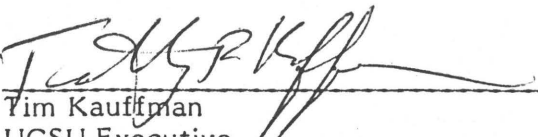
David Hummels
President Pro-Tempore
UCSU Legislative Council



Chris Drummond
UCSU Executive



Susie Fairchild
UCSU Executive



Tim Kauffman
UCSU Executive

To: UCSU
From: University of Colorado Delegates
to International Ace Convention

The members of CUACE would like to take this time to thank you for your support in helping is attend the Sixth International ACE Convention. The eight members who attended received excellent insight from speakers such as Adam Osborne, Chairman and founder of Paperback Software, Bill Campbell, President and CEO of Apple Computers, and Peter Hansen, Executive Director, United Nations Center of Transnational Corporations. Mr. John Bryant, President of Wade, Cotter & Co., who was selected by Ace as one of this years top 100 entrepreneurs and who also spoke at the convention, agreed to come speak at The University on April 20, 1989.

At the student / faculty awards luncheon on Feb. 17, 1989 (at the convention), only two awards were given to campus chapters. The University of Colorado chapter received the plaque for being the most successful chapter. This award is given to the chapter with the best programs for its members. Adam Cecil, CUACE chapter president proudly accepted the award.

While networking at the convention, many members discussed new fund-raising ideas with other ACE members from around the world. We came home with many new ideas, some of which you will see implemented next year. We hope to give some of the proceeds of these ventures back to the University to help fund the new

entrepreneurial program in the Business School, and to help fight alcoholism and drunk driving throughout the University.

The CUACE delegates held a workshop to pass on some of the knowledge we gained while at the convention on Feb. 25, 1989. The workshop went well and students are excited to get started on new ideas.

We have included a schedule of the convention workshops to help you understand some of the things we did while at the convention. Thank you for your support.

Seminar Schedule -- Friday, February 17

Time	Professors Embarcadero A	Professors Embarcadero B	International Business Embarcadero C	Entrepre- neurial Education Embarcadero D	High Tech & Innovation Regency Room	Advertising & Marketing Bayview A-B	Business Growth & Management San Francisco B
10:00 a.m.- 10:45 a.m.	Entrepreneurship Education in the '90s (Panel-Session I) Jabara Wichita State U., moderator Ginsberg New York University Holton UC-Berkeley Price Metro. State College		Broadening the Role of the Entrepreneur Michael Sonnenfeldt, Business Executives for National Security		Managing Innovation Delbecq, Santa Clara U.	Help the Customer Buy Your Product Buckholz, Pacific Gas & Electric	Personal Financial Planning Gutekunst, Wealth Concepts
11:00 a.m.- 11:45 a.m.	Entrepreneurship Education in the '90s (Panel-Session II) Jabara Wichita State U., moderator Vesper University of Washington Moldt Wharton School of Business Buskirk Univ. of Southern Calif.		Soviet Entrepre- neurship Kiesner, Loyola Marymount U.	Delivery Services on Campus Stein, Skidmore Stein, Boston U.	Life Cycle of Fast-Growth Company Friedmann, Arthur Andersen & Co.	Marketing for Small Firms Van Gundy, On Target Marketing	Up Your Cash Flow Goldstein, CPA
2:15 p.m.- 3:00 p.m.	Entrepre- neurship Research Vesper, U. of WA	Price Babson Conference Bygrave, Babson Students/ Technology Moldt, Wharton	Entrepre- neurship in 3rd World Countries Phillips, McKensey & Co./ Ashoka	ACE Chapter Activities Bruhin, Penn State Brook, Ohio U.	Entrepre- neurial Opportunities in Bio-Tech	The Power of Market Research James Chung, George Krause, College Market Consulting Group	Sources of Early Stage Financing White, SMU
3:15 p.m.- 4:00 p.m.	Estblmt. of Entrepre- neurship Centers Tenenbaum, FDU Tillman, UNC	High-Tech Entrepre- neurship Banfe, Stanford Dean, San Jose St.	Becoming a Winner Buskirk, USC	Student Businesses Adams, Auburn U. Shickler, Fordham Giacona, Fordham	The Business Plan Stasio, Merrimack Coll.	How to Break into Music Industry Workman, Network Marketing	The Success of Dell Computer Dell, Dell Computer Corp.
4:15 p.m.- 5:00 p.m.	Develpmt. of Entrepre- neurship Chairs Buskirk, USC Hills, IL-Chicago	New Entrepre- neurship Programs Mitchell, U. of WY Winstead, U. of MD	Penny Stocks Viable or Scam? Wenger	How to Start an ACE Chapter Mandell, Wash. U. Goodnight, WSU	Raising Capital Morrison, Arthur Young & Co.	How to Get Corporate Sponsorship Griffith, ABK Sports	Getting Money in California Blechman, CA Institute for Financial Resources

Seminar Schedule -- Saturday, February 18

Time	The Entrepre- neurial Edge San Francisco B	International Business Embarcadero A	Business Strategy Embarcadero B	Entrepre- neurial Education Embarcadero C	Advertising & Marketing Embarcadero D	Business Growth & Management Regency Room	Start-up & Franchising Bayview
10:30 a.m.- 11:15 a.m.	Alchemist's Guide to Business Planning Ritchie, Cadieux Cooper's & Lybrand	International Entrepre- neurship Winstead, Hamish, Univ. of MD	Winning at Negotiation Clark, CEO Financial	Women & Entrepre- neurship Price, U. of CO Hodge, BGSU Boyer Knox	Success McGee, Unity International	Intrapre- neurship Mize, Lotus Development Corporation	The Business Plan Christy, WSU Pack & Ship
11:30 a.m.- 12:15 p.m.	Using Guest Lecturers Holton, UC-Berkeley	Strategic Alliance- Japan/U.S. Hara, Data Control, Ltd.	Deal is Done in Last 48 Hours Goody, Kimmel Goody Acquisitions	Teaching Inner-City Youth Kelly, Mariotti, Nat'l Foundation for Teaching Ent.	Transition from Student to Young Entrepreneur Burns, Visual Concepts International	Improve Your Profitability Krutop, Lee, Ernst & Whinney	Strategic Aspects of Service Brown, Citibank
2:00 p.m.- 2:45 p.m.	Evaluating Business Ideas Moldt, Wharton	Euro-Entre- preneurship Redpath, ACE-UK	Utilizing Local Resources Freeley, Long Island U.	Creating Future Business Leaders Sullivan, Oakland Youth Corporation	Marketing Strategies Copeley, CareerTrack	Legal Concerns of a Growing Company Sherman, McVey & Sherman	Entrepreneur Opportunities in Film-making O'Brien, Empire Pictures Todd, Matthew Todd Agencies
3:00 p.m.- 3:45 p.m.	Investors' Secret Ingredient Neishelm, Saratoga Venture Finance	International Entrepre- neurs Jankovich, San Jose St.	Waterfront Properties Fioretti	Work from the Heart Shakli, Entrepreneurial Skills Center	Creative Advertising Acharya, Gee Whiz Productions	Cash Management Scalia, Merrill Lynch	Corporations as a Funding Source & Partner Ellinger, Bird Construction Software
4:00 p.m.- 4:45 p.m.	Becoming a Self-Made Success Bryant Wade, Cotter & Co.	Entrepreneurship in China and the USSR Panel with Soviet and Chinese Delegation		Helping Others Succeed Katzman, The Princeton Review	Roads to Success Marlowe, Marlowe Designs Renshaw, Penn Parking	Social Entrepre- neurship Mize, Food Express Lukarell, MA Volunteer Network	

