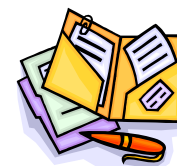


Greetings from Your 2006 President

Howard Van Auken

My year as USASBE president provides me the opportunity to follow in the footsteps of outstanding past presidents. Past presidents have made a significant impact on both our profession as well as on USASBE. I hope to serve you in a manner that reflects this outstanding history of service by some of the most well known and respected of our colleagues.

Long time members are aware of the significant benefits that USASBE offers. I would suggest that newer members spend time exploring the knowledge resources located on the USASBE website (www.usasbe.org). Access to two of the best journals in entrepreneurship (JSBM and ETP) as well as information on best teaching practices, colleague's sample syllabi, white papers, a bibliography, position postings, and other information are among some of the value-added member benefits.



The 2006 conference in Tucson was a resounding success! Many thanks to GERALYN Franklin, Program Chair, and her entire team. Conference success is also a result of the wonderful contributions and hard work of Joan Gillman (Executive Director) and Judy Schaeffer (Program Assistant). Ultimately, conference success is a result of your efforts and contributions - thank you!

I encourage you to continue involvement in the divisions. The strength of USASBE remains in the divisions. Participate in division activities by sharing ideas and supporting your divisional officers. USASBE will be stronger through your active participation in the divisions.

Finally, we should all extend our thanks to all of our valuable sponsors. Success of the annual conference and other organizational support is predicated on our continued strong and valued relationships with sponsors.



USASBE 2007

Jeff Alves

Remember the space shuttle launch across the moon the last time USASBE had its conference in Orlando? We are going back to the Coronado Springs Resort for USASBE 2007. No promises on spectacular shuttle launches this time. But Disney World, Epcot Center, Disney's Animal Kingdom, Universal Studios and an obscene number of golf courses are calling us for either before or after the conference. But please save **January 12 -14, 2007** for papers, workshops, thought-provoking speakers, collaboration and networking in pursuit of making USASBE the premier organization for entrepreneurship educators.



Watch your email inbox and the USASBE website for more information.

The Max S. Wortman, Jr./USASBE Award for Lifetime Achievement in Entrepreneurship

Please share with the USASBE Board and others my sincere thanks for the wonderful honor of being named The Max S. Wortman, Jr./USASBE Award for Lifetime Achievement in



Entrepreneurship. Building the Consortium for Entrepreneurship Education and support for entrepreneurship education as a lifelong learning process has been pretty much my time-consumer. The award is especially important to me in view of my early experiences with both Max and Justin. They were good friends and models for all of us as we worked to help USASBE and the field of entrepreneurship grow in the 80s and early 90s. The event on Saturday was very exciting & my son got a new idea of his mother! On Sunday night we also won over \$1000 at a Casino jackpot for a \$.25 bet. What a trip! I look forward to

finding new ways for the Consortium to interact with USASBE in the future. Thank you so much for recognizing me and our work to build the field of entrepreneurship education as a lifelong learning process.

Cathy Ashmore

USASBE/SBI 2006 Conference Highlights

Photo Gallery





2006 USASBE Strategic Directions Process

President Howard Van Auken has charged President-Elect and Strategic Planning Committee Chair Geralyn Franklin with formalizing the strategic directions of USASBE and preparing a written plan of action. President-Elect Franklin will be chairing a strategic directions session April 7-9 in Atlanta. Attendees will include Jeffrey Alves, Senior Vice President—Programs; Jeffrey Cornwall, Senior Vice President—Operations; Robin Anderson, Senior Vice President—Divisions; Michael Morris, Vice President-Elect—Programs, Cheryl Chamblin, Vice President—Finance; Dianne H.B. Welsh, Past President; Joan Gillman, Executive Director; Judy Schaeffer, Executive Assistant; and President Van Auken. Another session with representatives from various USASBE constituencies is planned for June or July. For information on the USASBE strategic directions process, please contact Geralyn Franklin at franklin_g@utpb.edu.

Reports

USASBE/SBI 2006: The Changing Entrepreneurial Landscape

20th Annual Conference of the United States Association for Small Business and Entrepreneurship and 30th Annual Conference of the Small Business Institute®

The United States Association for Small Business and Entrepreneurship (USASBE) and the Small Business Institute® (SBI) held the USASBE/SBI 2006 Joint Conference at the JW Marriott Starr Pass Resort & Spa in Tucson, Arizona, January 12-15. Competitive papers and workshops were solicited and submitted via an inaugural online submission system on August 15, 2005. For the first time, conference presenters utilized projection units with computers in presentation rooms rather than overhead projectors.

Special thanks to the many volunteers who worked on this year's Program Committee. These individuals are listed below.

Conference Program Committee

Geralyn McClure Franklin, General Program Chair

Kirk C. Heriot, General Program Co-Chair

Rebecca J. White, Competitive Papers Chair

Ron Cook, Competitive Workshops Chair

Leslie A. Toombs, Proceedings Editor

Howard Van Auken, Director of Sponsorships

Janet Nixdorff, Director of Exhibits

Sherry Hoskinson, Chair of Local Arrangements

Thaddeus McEwen, Chair of the Welcome Committee

Joan Gillman, USASBE Executive Director

Judy Schaeffer, USASBE Administrative Assistant and Coordinator of Registration

Shawna Buckley, Publications Specialist

Chris McGinnis, Webmaster

Ayman Tarabishy, Web Development and Technology Specialist
Carolyn Jennings, Jenny Waggoner, Alicia Gonzales, Adrian Amiro, and Tiffany Witte,
Assistants to the General Program Chair
Imelda Moya, Assistant to the Proceedings Editor

USASBE Division Program Chairs

Michael Goldsby, Corporate Entrepreneurship
Shawn Carraher, Entrepreneurial Support Organizations
Rebecca J. White, Entrepreneurship Education
Mark Hoelscher, Entrepreneurship in the Arts
David Hayes, Family Business
Eugene Fregetto, Individual Entrepreneurship
George Puia, International Entrepreneurship
Ethné Swartz, Minority and Women Entrepreneurship
Norman Scarborough, Small Business
Kelvin W. Willoughby, Technology Entrepreneurship

SBI Track Chairs

Jeffrey Shields, Accounting and Finance Issues
Harriet Stephenson, Community Development, Outreach, and Fundraising
Cuthbert “Bert” Scott, E-Business, Information Systems, and Technology
Kirk C. Heriot, Entrepreneurial Consulting
Kirk C. Heriot, Entrepreneurship Across the Curriculum
Bruce Kemelgor, Free Enterprise Issues
Shawn Carraher, Management and Marketing Issues
Stephanie Bardwell, Social Responsibility and Legal and Environmental Issues
Todd Mick, Teaching Cases

Conference Registration Numbers

| | |
|-----------------|------------|
| USASBE Only: | 508 |
| SBI Only: | 13 |
| USASBE and SBI: | 102 |
| Total: | 623 |

Preconference Registration Numbers

| | |
|---|------------|
| Preconference #1: Writing and Teaching Entrepreneurship Cases | 67 |
| Preconference #2: Invention 2 Venture | 22 |
| Preconference #3: Use of Life Sciences Entrepreneurship Education to Build a Sustainable Competitive Advantage in an International Knowledge-Based Economy | 48 |
| Preconference #4: Connecting Community Colleges with Four-Year Institutions | 39 |
| Preconference #5: Teaching Entrepreneurship with Cases | 39 |
| Preconference #6: Starting and Maintaining a Small Business Consulting Program at Your College or University | 84 |
| Preconference #7: Starting and Advising Entrepreneurial Student Organizations, Student-Centered Entrepreneurship Organizations, and Campus Student Activities | 61 |
| Total | 360 |

| | | | |
|---|-----------|-----------|-------------|
| Entrepreneurial Consulting | 2 | 2 | 100.0 |
| Entrepreneurship Across the Curriculum | 4 | 2 | 50.0 |
| Free Enterprise Issues | 0 | 0 | ----- |
| Management and Marketing Issues | 13 | 5 | 38.0 |
| Social Responsibility and Legal and Environmental Issues | 2 | 1 | 50.0 |
| Teaching Cases | 11 | | 55.0 |
| Total* | 40 | 22 | 55.0 |

*There were 3 submissions that were deemed inappropriate and were rejected without formal reviews.

| SBI Workshops | Submissions | Acceptances | Rate |
|---|--------------------|--------------------|--------------|
| Accounting and Finance Issues | 1 | 1 | 100.00 |
| Community Development, Outreach, and Fundraising | 3 | 2 | 67.00 |
| E-Business, Information Systems, and Technology | 3 | 2 | 67.00 |
| Entrepreneurial Consulting | 1 | 0 | ----- |
| Entrepreneurship Across the Curriculum | 7 | 6 | 86.00 |
| Free Enterprise Issues | 0 | 0 | ----- |
| Management and Marketing Issues | 2 | 2 | 100.00 |
| Social Responsibility and Legal and Environmental Issues | 1 | 1 | 100.00 |
| Total | 18 | 14 | 78.00 |
| TOTAL SBI TRACK SUBMISSIONS | 58 | 36 | 62.00 |
| TOTAL USASBE/SBI Submissions | 218 | 137 | 63.00 |

Invited Presentations/Sessions (not part of competitive submission numbers above)

| | |
|--|-----------|
| Entrepreneurial Support Organizations | 2 |
| Entrepreneurship Education | 1 |
| Entrepreneurship in the Arts | 2 |
| Minority and Women Entrepreneurship | 3 |
| Technology Entrepreneurship | 1 |
| Entrepreneurship Education Excellence Awards | 5 |
| SBI (all tracks combined) | 3 |
| USASBE/SBI | 2 |
| The Coleman Foundation | 7 |
| NACCE | 7 |
| Kauffman Foundation | 1 |
| United States Small Business Administration | 1 |
| Total | 35 |

Best Paper Award Winners and Sponsors

The Coleman Foundation Best Empirical Paper Award (Sponsored by The Coleman Foundation)

The Development and Statistical Testing of a Nascent Organization Structure Sequence Model
Robert A. Fiore, Springfield College
Robert N. Lussier, Springfield College

The Coleman Foundation Best Practitioner Paper Award (Sponsored by The Coleman Foundation)

Customer Relationship Management in the Small Business Service Sector: Developing a Process to Enhance the Customer Experience
Peggy E. Chaudhry, Villanova University

John Jack Award (Sponsored by Journal of Developmental Entrepreneurship)

Differences in Reported Firm Performance by Gender: Does Industry Matter?
Jane Swinney, Oklahoma State University
Rodney Runyan, University of South Carolina

JSBM Editor's Choice Award (Sponsored by Journal of Small Business Management)

Upstairs, Downstairs: Capital-skill Accumulation and the Origins of Early Stage Growth
Miguel Angel Campo-Rembado, New York University
Arun Sundararajan, New York University

JSBS Editor's Choice Awards (Sponsored by Journal of Small Business Strategy)

Best Empirical Paper

Business Students' Perceptions of Employment in Small and Medium-Sized Enterprises Versus Multinational Corporations: Investigating the Moderating Effects of Academic Major, Gender, and Personality

Michael Harris, East Carolina University
W. Lee Grubb, East Carolina University
William I. MacKenzie, University of South Carolina

Best Conceptual Paper

Stakeholder Theory and the Entrepreneurial Firm
Ronald K. Mitchell, Texas Tech University
Boyd Cohen, University of Victoria

SBA/Advocacy Best Student Paper Award

An Empirical Analysis of Assistance/Support Programs Based on Nascent Entrepreneurs' Contact with the Programs
Juita-Elena (Wie) Yusuf, University of Kentucky

Best Workshop Award Winners

Entrepreneurship Education

Sharing the Teaching Wealth: A Clearinghouse for Best Teaching Practices

Debbi D. Brock, Berea College

Waverly Deutsch, University of Chicago

Jill Kickul, Simmons College

Steven Herrstadt, Iowa State University

Michael D. Meeks, San Francisco State University

Catherine Pratt, Pacific Lutheran University

Maureen Vasquez, Simmons College

Management Consulting

Advances in Opportunity Recognition Research

Rod Shrader, University of Illinois at Chicago

Gerald E. Hills, University of Illinois at Chicago

G. Thomas Lumpkin, University of Illinois at Chicago

Robert Schwartz, Eastern Washington University

Small Business

How to Approach an Angel Investor in Today's Changed Investor Climate

Joseph R. Bell, University of Arkansas at Little Rock

Best Reviewer Award Winners

Community Development, Outreach, and Fundraising

Michael Harris, East Carolina University

Corporate Entrepreneurship

Alex DeNoble, San Diego State University

Erik Monsen, Max Planck Institute of Economics

E-Business, Information Systems, and Technology

Bill Dorin, Indiana University Northwest

Entrepreneurial Consulting

Marylou Dewald, University of Missouri – Kansas City

Gregory Henley, University of South Florida

Entrepreneurial Support Organizations

Suzanne Clinton, Cameron University

Madeline Crocitto, State University of New York – Old Westbury

Sherry Sullivan, Bowling Green State University

Wie Yusef, University of Kentucky

Entrepreneurship Across the Curriculum

Paul Dunn, University of Louisiana at Monroe
Steven Maranville, University of Houston – Downtown

Entrepreneurship Education

Jeffrey Stamp, University of North Dakota

Family Business

Tim Blumentritt, Kennesaw State University

Individual Entrepreneurship

Brian McKenzie, California State University, East Bay

International Entrepreneurship

Shawn Carraher, Cameron University
Sherry Sullivan, Bowling Green State University

Management and Marketing Issues

John Parnell, University of North Carolina – Pembroke
Sherry Sullivan, Bowling Green State University

Minority and Women Entrepreneurship

Frances Amatucci, Robert Morris University
Dorothy Moore, The Citadel

Small Business

Shawn Carraher, Cameron University

Social Responsibility and Legal and Environmental Issues

Robert Winder, Christopher Newport University

Technology Entrepreneurship

Anne York, University of Nebraska at Omaha

USASBE Award Winners and Sponsors

Max S. Wortman, Jr./USASBE Lifetime Achievement for Entrepreneurship

Cathy Ashmore, The Consortium for Entrepreneurship Education

John E. Hughes/USASBE Award for Entrepreneurial Advocacy

Gerald E. Hills, University of Illinois at Chicago

Fellow Award

Jeffrey R. Cornwall, Belmont University

2006 USASBE Excellence in Entrepreneurship Awards Sponsored by SIFE

Innovative Entrepreneurship Education Course

Foundation Management Experience

Heidi Neck and Donna Stoddard, Babson College

Innovative Pedagogy for Entrepreneurship Education

Technology Entrepreneurship

Michael W. Fountain and William G. Marshall, Jr., University of South Florida

National Model M.B.A. Program

Entrepreneurial Studies

Clay Hammer and Ted Zoller, University of North Carolina at Chapel Hill

Outstanding Specialty Entrepreneurship Program

Women s Entrepreneurial Leadership

Erik Winslow, Susan Duffy, and Kathy Korman Frey, The George Washington University

Corporate Entrepreneur of the Year

John J. Fernandes, President and CEO, AACSB International The Association to Advance Collegiate Schools of Business

Woman Entrepreneur of the Year

Slivvy Edmonds Cotton, Chair and CEO, Perpetua, Inc.

Conference Sponsors

The Coleman Foundation
Ewing Marion Kauffman Foundation
John E. and Jeanne T. Hughes Charitable Foundation
Edward Lowe Foundation
Entrepreneur Media, Inc.
Thomson South-Western
Acton Institute
Direct Selling Education Foundation
National Collegiate Inventors & Innovators Alliance
National Federation of Independent Business Foundation
Students In Free Enterprise
United States Small Business Administration, Office of Advocacy
Lawrence N. Field Center for Entrepreneurship at Baruch College
Rohrer College of Business at Rowan University
DECA, Inc.
Southwest Airlines, Inc.
The Jan and Ted Roden Center for Entrepreneurship
at The University of Texas of the Permian Basin
Belmont University
The George Washington University

Iowa State University
Millikin University
Texas Christian University
University of Arizona
University of Cincinnati
University of Colorado at Boulder
University of Portland
The University of Tampa
The University of Texas at El Paso
Wilkes University
Journal of Small Business Management
Journal of Developmental Entrepreneurship
Entrepreneurship Theory & Practice
McGraw-Hill/Irwin

Conference Exhibitors

Acton Institute
Acton MBA
Bernelli University
Blackwell Publishing
BusinessWeek Magazine
The Coleman Foundation
Consortium for Entrepreneurship Education
DECA, Inc.
Entrepreneur Media, Inc.
Entrepreneurs' Organization
Ewing Marion Kauffman Foundation
The George Washington University
The Institute for Entrepreneurship and Illinois Institute
for Entrepreneurship Education
International Council for Small Business
ICSB 2006 and ICSB 2007
International Franchise Association
McGraw-Hill/Irwin
National Collegiate Inventors & Innovators Alliance
National Foundation for Teaching Entrepreneurship
North Central College
Small Business Institute®
Students In Free Enterprise
The Planning Shop
Prentice Hall/Pearson Education
Thomson South-Western
USASBE 2007

Conference Evaluations and Recommendations

Conference attendees were asked to evaluate USASBE/SBI 2006. A detailed USASBE/SBI 2006 Conference Program Evaluation Report was prepared by the USASBE Office staff. Some of the main points are as follows.

Summary of Positive Aspects of Conference

- Location and facility
- Website and update e-mails
- Online submission and review process
- Preregistration, registration, and onsite conference services
- Number of program session options

Summary of Negative Aspects

- Location of facility
- Too many concurrent sessions
- Too many awards and recognition announcements in general events
- Lack of opportunity for direct networking

Based on this year's conference evaluation responses, GERALYN FRANKLIN, USASBE/SBI 2006 General Program Chair, made the following recommendations.

Recommendations for Future Conference

- Continue meeting in attractive locations and facilities, positively balancing resort and downtown hotel options
- Customize online submission and review system
- Continue to utilize and enhance conference website
- Continue to focus on member services before, during, and after conference
- Limit the number of concurrent sessions, if appropriate; this will require us to determine how large we want the conference to be
- Consider less time consuming options for award presentations and recognitions; these were spread across all general sessions this year
- Continue to use an award and recognition slide show prior to general sessions and luncheons
- Identify and implement specific direct networking opportunities for attendees

The positive and negative aspects as well as recommendations will be addressed by the USASBE leadership and Program Committee members in coming years. If you have input on USASBE/SBI 2006, please contact GERALYN FRANKLIN, General Program Chair, at franklin_g@utpb.edu. If you have specific suggestions for the USASBE 2007 program, please contact JEFF ALVES, General Program Chair, at Jeffrey.Alves@wilkes.edu.