



Table Talk

Consultants Roundtable Monthly Newsletter - James Perkins, Editor

TABLE TALK FOR MARCH 2007

MEETING ON 6 MARCH

This is the first meeting of the two meetings in March. This will be a discussion meeting covering the entrepreneurial stage of business followed by the growth stage. Our example is the program last month which featured Nate Zolman relating the entrepreneurial start of Zolman Tire by his father, Bud Zolman. Then, the growth stage in which Nate, the second generation, is taking the business into its growth stage. It's not that Nate is the second generation. Rather it is simply an example of the transition from entrepreneur to the expansion of a business.

MEETING ON 20 MARCH

This second meeting in March features Gene Cavanaugh, Vice President, 1st Source Capital. His topic will be venture capital and its role in small business. In particular it will be interesting to hear what he says about local venture capital in support of local new and emerging growth businesses. It is a known fact that there is a dearth of venture capital in this community, which has a negative effect on economic development here.

LAST MONTH

The first meeting was a presentation of office space and support services available for the one-man, or just a few employees, who need an office presence other than the home office. Our CR member Jeff Freers gave the presentation, pointing out that the Jefferson Centre has a facility like that on its Eighth Floor. Several members acknowledged the use of such space in recent years. The disadvantage of the home office was discussed.

THE SECOND MEETING

was mentioned above in reference to the March discussion meeting. Nate Zolman, President of Zolman Tire, gave us an in-depth look at what it takes to move a business from its entrepreneurial stage where a solid footing was established, and into a growth mode. He stressed the idea of service to a customer, the first class quality of that service, and its importance to support growth. Zolman Tire is a success story.

INTERESTING NOTE

Yes, there are some things free in this world. Jim Dominello has for the asking 6 new color cartridges, LC-21, for a Brother Color Printer/Fax. His unit broke down. The replacement is a different one.