

www.uepkauffman.org



We believe in the Entrepreneurial Spirit.

It can unleash the imagination, create opportunities, reinvent the market, rebuild communities and transform the world. If you're seeking the expertise to start or grow your business, we're here to help.

We're the Urban Entrepreneur Partnership.





About UEP

[Overview](#)[Our Partners](#)[History](#)[Quick Facts](#)[Our Leadership](#)[The CEO's Corner](#)

[Tom Baqwill interviews Daryl Williams, CEO/Executive Director of the UEP/UEPGC and Lakisha Reeves, UEPGC client.](#)

Elements of entrepreneurial success.

We at the Urban Entrepreneur Partnership (UEP) Inc. believe the entrepreneurial spirit is alive and well in every American community, even long-neglected and economically underserved urban areas.

Yet research indicates minority populations start and grow businesses at lower rates than other demographic groups. And on average, minority-owned businesses tend to be smaller and less profitable than other businesses.

Acting in direct response to these findings, the Ewing Marion Kauffman Foundation consulted with academic and business experts across the country to design an educational model addressing key elements of entrepreneurial success.

In 2005, partnering with the White House and the Business Roundtable, an association of leading CEOs, Kauffman launched the Urban Entrepreneur Partnership with the specific goal of fostering minority entrepreneurship in urban-core communities.

Following the devastation of Hurricanes Katrina and Rita later in 2005, the UEP added a specially tailored version of its program—the UEP Gulf Coast Inc.—to help revitalize economies and rebuild communities affected by the storms.

The resulting UEP centers provide business education and personalized one-to-one coaching, as well as access to financing and procurement opportunities, for new and existing minority and urban businesses.

We believe that this unique program will increase the number of profitable, sustainable minority-owned businesses in urban neighborhoods, creating the wealth and jobs needed to strengthen the economy.



"My UEPGC coach helped me secure \$8 million in contracts and assisted me in aligning business and community resources to develop my enterprise from a \$1.2 million to a \$3.5 million organization."

Keith Tillage,
Tillage Construction, L.L.C.



UEP Cities

■ UEP Map

[UEP Gulf Coast](#)

[UEP Detroit](#)

[Become a City](#)

Our network.

The Urban Entrepreneur Partnership Inc. operates in Kansas City, Detroit and in the Louisiana cities of New Orleans, Baton Rouge and Hammond, through our affiliate program, the UEP Gulf Coast Inc.



Rollover dot to view UEP City



89% | clients have successfully completed our customized educational workshops

Program

■ Our Educational Process

Resources

Events

Articles

Video

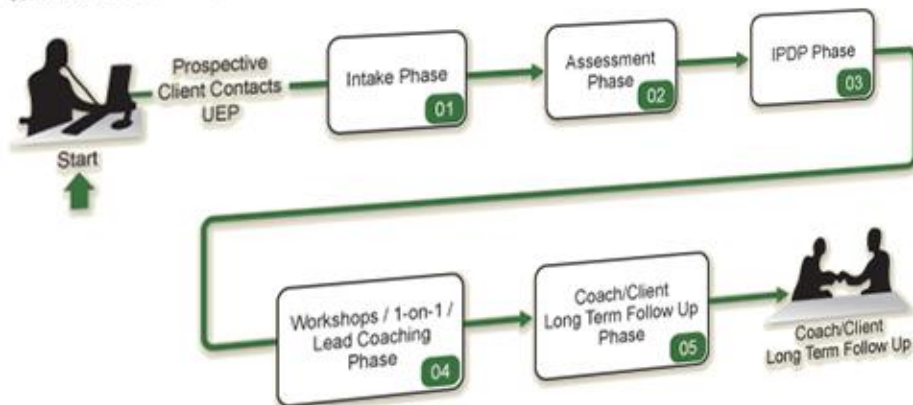
Become a Partner

Become a Client

Become a City

The path to success.

Our Educational Process | At the UEP, we take a unique and personalized approach in supporting our entrepreneurs. Our one-to-one coaching, comprehensive and customized educational plan, and real time data collection assists entrepreneurs at any stage of business development grow into thriving companies.



Step 1: INTAKE

- We'll start by collecting demographic data about you and your business.
- We'll also collect financial data on your business.
- Next, we'll assess your business or business idea.
- Then, we'll assign you a coach with expertise in your industry and your stage of business development.

Important note: Data we collect during the intake phase will enable us to report later on the results and impact of our program. For confidentiality, we store all client information in a secure database and use only aggregated data that will never be identified or reported individually.)



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- The CEO's Corner



Tom Bagwill interviews Darl Williams, Executive Director/CEO of the UEP and Lakisha Reeves, UEP client

Speaking in numbers.

<p>24% Increase in profitability for existing businesses receiving UEP education/coaching.</p>	<p>\$4 Million Commitment from our partners LED* and NEI*</p>	<p>51% Businesses have moved from concept to operation since 2005.</p>
<p>915+ Clients have completed our program.</p>	<p>\$7 Million+ Amount UEP/UEPGC and the Kauffman Foundation have invested for educating and coaching entrepreneurs.</p>	<p>89% Clients have completed UEP/UEPGC educational courses.</p>

* Louisiana Economic Development (LED) and New Economy Initiative for Southeast Michigan (NEI)



UEP/UEPGC Technology Systems

Intranet –

Combination of “E-room”, “Courtyard”, “Image Now”, “Gifts”, and the “H” drive all rolled into one

Client Tracking Outcomes Database (CMS) –

Allows the UEP/UEPGC to have a **customized database** that produces **real-time data**



View All Site Content

Documents

- [Contracts](#)
- [Intake](#)
- [Surveys](#)
- [Shared Documents](#)
- [Workshops](#)

Tools


- [UEP Calendar](#)
- [UEP Contacts](#)
- [Office Staff Tasks](#)
- [Office Staff Announcements](#)

Discussions

- [Team Discussion](#)

Human Resources

- [Benefits](#)
- [Department Contacts](#)
- [Employee Handbook](#)

 [Recycle Bin](#)

UEP Home > Office Staff



My Office Staff Tasks

New ▾ Actions ▾ Settings ▾					
Title	Status	Assigned To	Created By	Priority	Due Date
There are no items to show in this view of the "Office Staff Tasks" list. To create a new item, click "New" above.					

Office Staff Announcements

10/16/2009 12:04 PM

[UEP Detroit Grand Opening Event!](#) NEW

by Kevin Lockett

Kauffman's Urban Entrepreneurial Partnership (UEP) Offers

Re-tooling Educational Program for Minority-Owned Auto Suppliers
DETROIT (Sept. 15, 2009) – One hundred fifty of Detroit's displaced minority auto suppliers stand to benefit from a \$3 million,...

10/16/2009 12:02 PM

[National Headquarters set to open in the Historic 18th & Vine District!](#) NEW

by Kevin Lockett

On November, 1, 2009, the UEP Headquarters will open its first set of offices in the historic 18th & Vine District. With more than 3000 square feet of space, the UEP will have ample room to expand its coaching operations.

 Add new announcement

UEP Announcements

[UEP set to open National Headquarters in the Historic 18th & Vine District](#)

[UEP opens new office in Detroit](#)

UEP Calendar

[Coaching training begins!](#)

[UEP Detroit Offices Open!](#)

[UEP Detroit Grand Opening Event](#)

Customized Outcomes Database

- Collect over **300 variables**
- Provides **real-time outcome data** on UEP/UEPGC entrepreneurs (for research and data reporting)
- Allows senior management the opportunity to **analyze client trends**
- Offers **web-based solutions** (ease of access)



UEP

A PROGRAM OF THE
KAUFFMAN FOUNDATION

Client Info

Reports

Settings

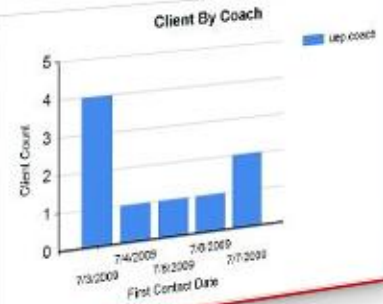
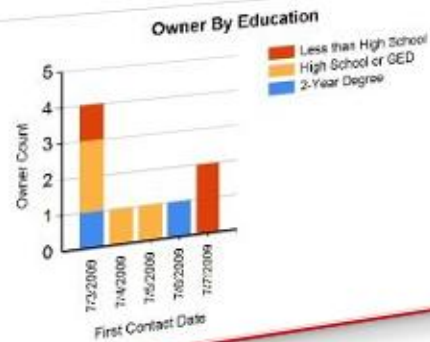
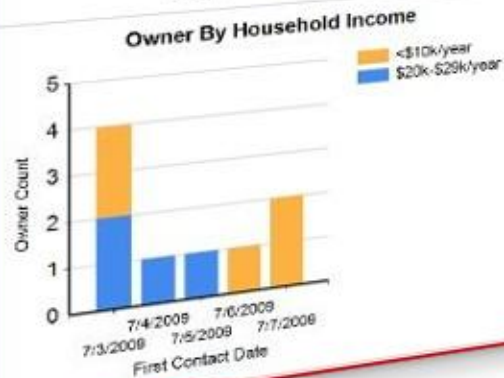
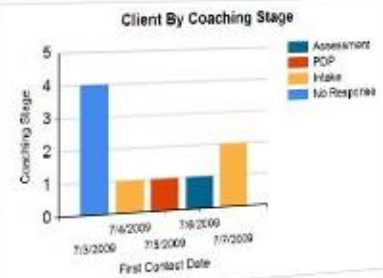
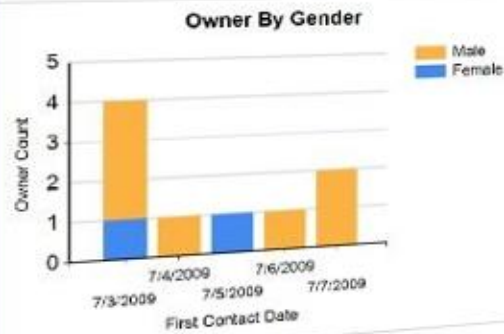
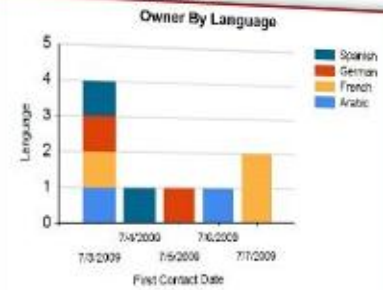
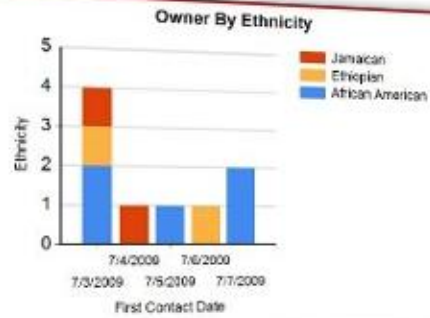
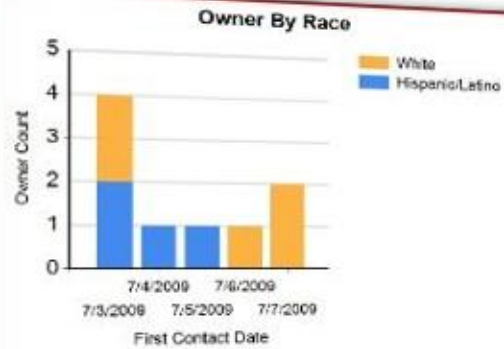
Client Master List

Company/Owner Last Name: Address: City:
State: Zip: Coach:
Client Status:

Your Client List

	Owner Last Name ▲	Address Line1	Address Line2	City	State	Zip	County	Phone	Client Status	First Contact Dt	Coaching Stage
	Tinmaster, Inc.	Tanner	8418 Prospect	Kansas City	MO	64132	Jackson	816-523-0321	Graduated	9/26/2005	No Response
	Best Harvest Bakeries	Honesty	530 South 65th Street	Kansas City	MO	64111-9998	Jackson	913-287-6300	Graduated	9/12/2005	No Response
	Midstate Aerospace, Inc.	Brager	710 North Lindenwood Drive	Olathe	KS	66062	Johnson	913-768-6677	Rejected Prospect	9/12/2005	No Response
	Li'l Guv Foods	Sloan	1717 North Topping	Kansas City	MO	64120	Jackson	816-241-2000	Graduated	9/2/2005	No Response
	Meritage Wealth Managers	Davis	3920 west 98th terrace	Overland Park	KS	66207	Johnson	816-726-7066	InActive	9/16/2005	No Response
	Construction Solution Innovators	Davis	3920 west 98th terrace	Independence	MO	64058	Jackson	816-686-5748	Rejected Prospect	10/13/2005	No Response
	KAI	Reed	1700 N 291 Highway	Kansas City	MO	64130-2907	Jackson	913-851-1715	InActive	10/21/2005	No Response
	eVolve Solutions	Eatman	4001 Blue Parkway	Kansas City	MO	64130-2907	Jackson	913-851-1715	InActive	11/15/2004	No Response
		Harland	9401 Indian Creek Parkway Suite 250	Overland Park	KS	66210	Johnson	913-469-8900	InActive	1/21/2006	No Response
		Gross	1026 South Powell Road	Independence	MO	64055	Jackson	816-796-3800	InActive	1/21/2006	No Response

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FOUNDATION







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We're the Urban Entrepreneur Partnership.



The widespread destruction wrought by Hurricane Katrina disrupted countless lives —



What's New.
New Economy Initiative announces \$9.25 million investment to assist automotive suppliers and advance entrepreneurship

[> Read more here](#)



Opportunity from tragedy
See how restoration of the Gulf Coast begins with businesses.

[> Watch video](#)

How can you help?
Become a Client, a City, or Partner.

[> Join now](#)

THE CEO'S CORNER

News and insight from Daryl Williams, Executive Director/CEO UEP

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It takes insight, experience and resources to
seize the opportunity. That's where we come in.

We're the Urban Entrepreneur Partnership, Gulf Coast.

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New Economy Initiative announces
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Education Entrepreneurship **Education** Innovation Coaching 1-1 Per
scalability The UEP advances minority entrepreneurship in **Profitabi**
Impact the urban core by promoting innovation, **Economic Impact**
ing Model educating and coaching entrepreneurs, and **Accountability**
education fostering profitable and sustainable businesses. **Innovatio**
y Sustainability Real-time Outcomes **Economic Impact** **Profitability**





We're proud to play a part in the \$100 million New Economy Initiative to help retool and reinvigorate Michigan's economy.
We're UEP Detroit.

What's New.

New Economy Initiative Announces \$9.24 million investment to assist automotive suppliers and advance entrepreneurship.
[Read more...](#)

- > [Become a Client](#)
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- > [Become a City](#)

THE CBO'S CORNER

News and insight from **Daryl Williams**,
Executive Director/CEO UEP



We're proud to play a part in the \$100 million New Economy Initiative to help retool and reinvigorate Michigan's economy.
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\$3 million
applied to UEP efforts

150 minority auto suppliers will be trained, coached and mentored.

4 industries to target: aerospace, alternative energy, medical devices and military and homeland security

What's New.

New Economy Initiative Announces \$9.24 million investment to assist automotive suppliers and advance entrepreneurship.
[Read more...](#)

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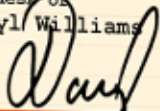
THE CBO'S CORNER

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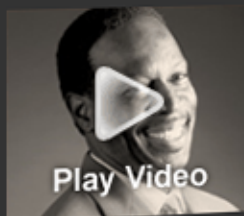
Email not displaying correctly? View it in your browser.

UEP
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from the desk of
Mr. Daryl Williams



Explore the new and improved UEP website. CLICK the picture above.



See how the UEP helped Arthur Tanner build his \$7 million dollar business into a \$14 million dollar enterprise.

HOT TOPICS

The Urban Entrepreneur Partnership (UEP) is excited to share our new and improved website. Please visit the site at uepkauffman.org or CLICK the picture to the left.

We are particularly proud to share our "Client Success Stories." View the stories by visiting the website or CLICK the video button to the left.

IN THE NEWS...

The UEP is also pleased to report our latest \$3M collaborative: The UEP Detroit 150. This project is a joint endeavor with the New Economy Initiative (NEI) and the Michigan Minority Business Development Council (MMBDC).

The UEP Detroit 150 is a "re-tooling" educational program that provides one-to-one business coaching to 150 of Detroit's leading minority auto suppliers. In addition to coaching, those selected for the program will be connected to leading executives who will provide "re-tooling" opportunities.

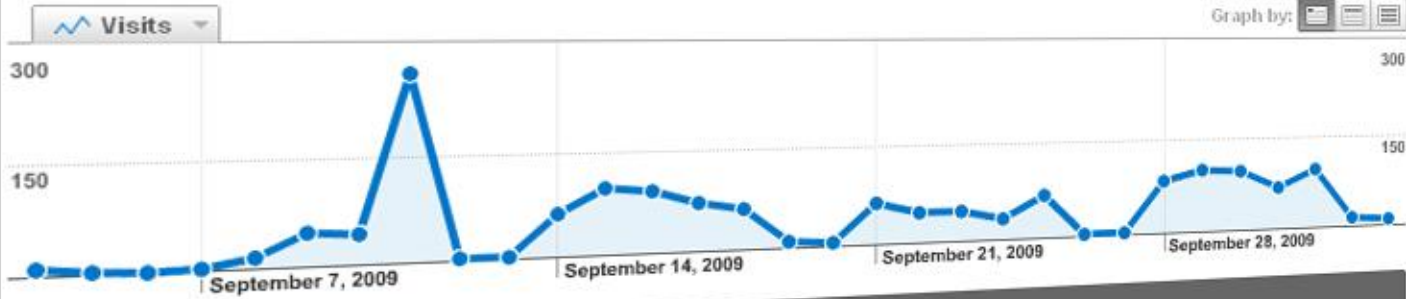
If you have any questions about the program or have feedback on the website, please feel free to email me at: dwilliams@kauffman.org.

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THE KAUFFMAN
FOUNDATION

Dashboard

Sep 4, 2009 - Oct 4, 2009



Site Usage



1,523 Visits



5,414 Pageviews



3.55 Pages/Visit



64.74% Bounce Rate



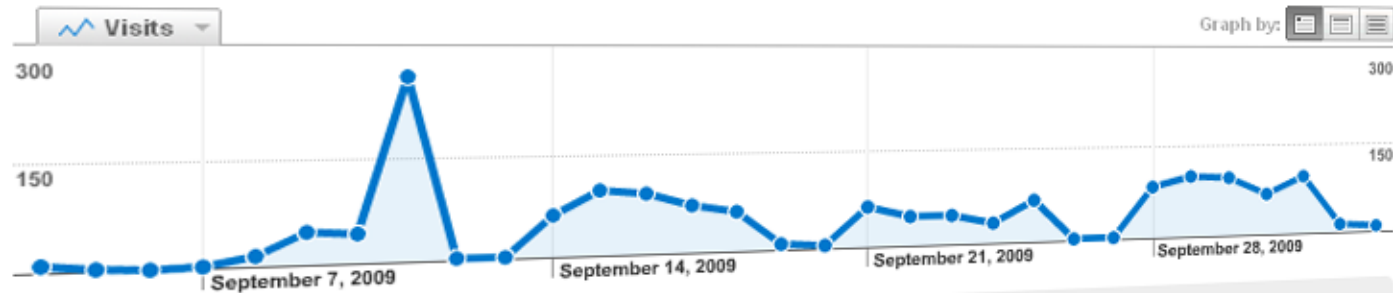
00:02:46 Avg. Time on Site



30.73% % New Visits

Traffic Sources Overview

Sep 4, 2009 - Oct 4, 2009



All traffic sources sent a total of 1,523 visits



80.24% Direct Traffic

15.30% Referring Sites

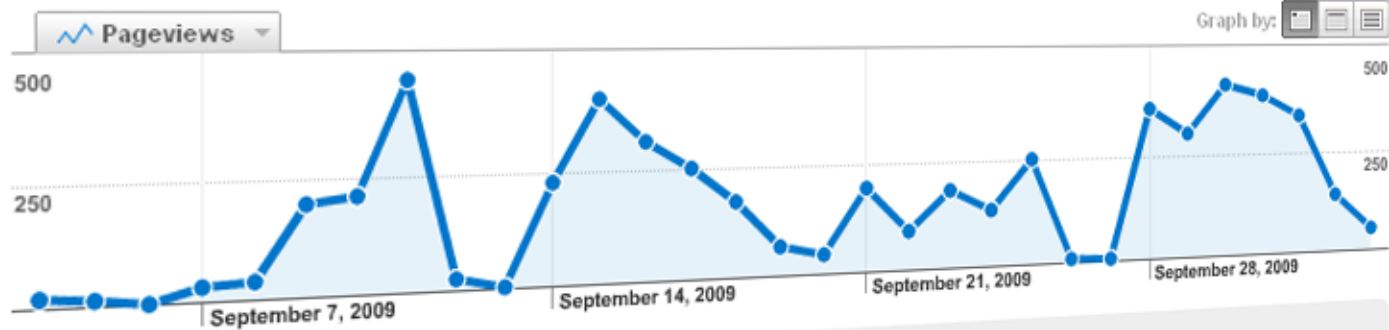
3.74% Search Engines




Direct Traffic	1,222.00 (80.24%)
Referring Sites	233.00 (15.30%)
Search Engines	57.00 (3.74%)
Other	11 (0.72%)


Content Overview

Sep 4, 2009 - Oct 4, 2009



Pages on this site were viewed a total of 5,414 times

 **5,414 Pageviews**

 **3,734 Unique Views**

Navigation Analysis

 [Navigation Summary](#)
How visitors found your content

1,523 visits came from 4 countries/territories

Detail Level: [City](#) | [Country/Territory](#) | [Sub Continent Region](#) | [Continent](#) Dimension: [None](#) ▾

Site Usage

Goal Conversion

Visits 1,523 % of Site Total: 100.00%	Pages/Visit 3.55 Site Avg: 3.55 (0.00%)	Avg. Time on Site 00:02:46 Site Avg: 00:02:46 (0.00%)	% New Visits 30.73% Site Avg: 30.73% (0.00%)
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	Detail Level: Country/Territory ▾	Visits ↓	Pages/Visit	Avg. Time on Site	%
1.	United States	1,505	3.58	00:02:48	
2.	Brazil	12	1.67	00:00:00	
3.	(not set)	4	2.00	00:00:46	
4.	Canada	2	1.00	00:00:00	

Filter Country/Territory: [containing](#) ▾

Go

Go to:

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