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2010 IES Remembered

9:00 a.m. - 4:00 p.m., Saturday, November 13, 2010
Olmsted Center, Drake University, 2507 University Ave., Des Moines, IA 50311



IMMIGRANT
ENTREPRENEURS
SUMMIT

a Letter from YING SA

Dear IES Sponsors, Supporters and Participants,

Thank you for being part of the 2010 Immigrant Entrepreneurs Summit (IES) on November 13, 2010. We attracted 425 attendees and conducted 15 educational seminars, with an average class size of 45 attendees for each session. Throughout the day, the Olmstead Center was filled with IES exhibitors and visitors and businessmen and businesswomen from all over Iowa and surrounding states.



To the sponsors: Thank you for your generous support! Your help has supercharged the growth of immigrant-owned businesses. Since the last IES, 89 new businesses have been formed by IES attendees. Since 2008, IES has helped the state of Iowa create 179 new companies and over 200 new jobs. We especially want to thank the Small Business Administration, the City of Des Moines, Drake University, Wells Fargo, US Bank and Farmers Insurance for supporting IES since its inception. We thank you very much for your confidence in our mission and our efforts!

To our attendees: Thank you for your confidence in the IES program. The planning team put in over 2,740 hours of volunteer work for the 2010 IES. The hard work was worthwhile because of all of your economic successes in your business ventures, your encouraging words, and your enthusiastic outlook for the future of IES.

To our volunteers: Thank you to each one of you for what you have done for the immigrant business communities. We might not remember some of your full names, but your big smiles and your actions registered solidly with planning team members. We give our warmest regards to you and we appreciate you! We hope you will help us again when it comes time for the 2011 IES.

Last but not least, we want to thank the hard-working planning team members. Without you, me and each other, we could not have gotten it done so well! We embody a successful team!

Let's look at our future together. The mission of IES is to assist community members and immigrants in financial, tax and accounting issues with all levels of government, governmental agencies, third parties and other business entities. IES attendance has been growing at a rate of 25 percent for the past three years. We want to create an IES newsletter and establish better communications by setting up an attendee tracking system that will mean more benefits for IES participants. We also want to create training programs on a regular basis.

Just like our own American Dream, IES has its American Dream, too, which is to see all immigrant businessmen and businesswomen be successful in business in America when they desire! We look forward to seeing you at the 2011 IES with your continued support.

Let us grow together!

Sincerely,

A handwritten signature in black ink.

Ying Sa
Chair, IES Planning Committee



2010 IES Award Honorees

From left: Dr. Judith Anne Conlin, Saley Nong, Sulim Nong, Monica Jaime, Armando Aguilar, and Krubo Gabriel

The planning committee obtained the following data from service providers and IES sponsors, showing the impact of IES since 2009:

- As of October 1, 2010, there were over **86** new companies that were formed in Iowa by IES attendees;
- As of November 1, 2010, out of the 86 new companies, **78** of them established company bank accounts with IES sponsors US Bank, Wells Fargo Bank and Bankers Trust.
- Out of the **86** new companies, at least **52** new jobs were created and about **39** of the businesses obtained professional services from companies that were sponsors of IES.
- At the 2010 IES, about **140** attendees had also attended the 2009 IES, and about **65** had attended the 2008 IES.
- Since 2008, IES has been attended by over **700** attendees who are originated from **49** countries. Since August 1, 2010, IES website has been visited by over **500** people.
- The IES was attended by **425** people in 2010, **350** in 2009, and **300** in 2008.

We are excited that IES has become an economic phenomenon.

Watch us grow, or, better yet, join us.

Let's grow together!







testimonials

It was an absolutely outstanding Summit. My admiration for Ying and Swallow, the founders, is huge. As an individual business owner, you, Ying, model the highest level of entrepreneurship. It is reflected in the development of this truly remarkable Summit. The number of participants who begin new businesses and/or who enhance their ability to advance in business as a result of the Summit is truly extraordinary. Swallow, you have been the driving force behind the development of virtually every major event on behalf of the immigrant community. You encourage young leaders and prod those of us who are older to learn more and do better. Your energy and commitment is an inspiration.

All of us could learn more from you and each of the volunteers working on the Summit. Congratulations on a spectacular turnout – 425 participants!

I was deeply honored to be a part of this magnificent Summit and very touched and humbled to receive the Immigrant Champion Award. The award was made even more wonderful because of the way in which San and Bing and everyone associated with the event treated me. The attention to detail was terrific.

I hope that my work and the work of ICIU will continue to deserve this award. Please know that I am committed to doing everything I can to be worthy of your trust.

Dr. Judith Conlin
Executive Director
Iowa Council for International Understanding (ICIU)
Immigrant Champion Award Honoree

This is more than an event – it’s an experiential summit that inspires, educates and celebrates in a way that has the power to transform lives. Bankers Trust is proud to have been involved with IES from day one, and in 2010 increased our vote of confidence by becoming a Gold Sponsor. It was a great investment and a remarkable weekend and we’re looking forward to IES 2011.

See Rodari
Vice President and Consumer Services Manager
Bankers Trust

We enjoyed having the opportunity to give this important presentation in Spanish. We believe there is a big need for this type of presentation in Spanish. The audience was very engaged and had good questions. Let us know if you would like us to do a similar presentation next year.

Enrique Pena Velasco
President, IMC, Inc.
Speaker for seminar “Spanish topic: Market your business quick and easy”

On behalf of my family and the entire Liberian immigrant community in Des Moines, Iowa, I thank the IES presenting sponsor, other sponsors, hosts, and members of the planning team for the 2010 Immigrant Entrepreneurs Summit. I am delighted to express my profound gratitude and appreciation for the honor given to me as a recipient of the 2010 Outstanding Immigrant Business Award. I am grateful to be recognized in the immigrant business community and I hope to contribute to this event and give back to the community in the future.

Finally, I want to encourage you to keep on with the good work of bringing immigrants together and teaching them to understand their contributions to society. We need this gathering and the help of one another to grow in our businesses so that together, we can achieve the American dream.

Thank you and I look forward to seeing you at next year’s event.

Kruba Gabriel
Immigrant Business Award Honoree

I am an African American female who was born in Brooklyn, N.Y., and raised in Des Moines, Iowa. I am currently unemployed, and have been seeking knowledge in obtaining my own business. This was an excellent opportunity to begin.

The 2010 IES has been an awesome experience for me. If one were to go by the name, they would think that this Summit existed only for individuals from totally different cultures from our own. In all reality, this summit was created for anyone interested in being their own boss. There were over 425 people from all different parts of the world...including Iowa.

Upon entering, the atmosphere was great, but somewhat overwhelming for me at first. There were people from all over the globe. Definitely a great time for networking! An Asian business owner even approached me to ask what type of business I owned. When I told him what type of business I had in the making, he offered to become one of my vendors and took down my contact information. What a great feeling it was for me!

Overall, the biggest highlight of the summit was listening to those heart-filled stories of the local business owners. It was important for me to listen and learn how they got started, so that I can be on the right track as well. How many of us take time out to approach someone from a different culture? Not just to sell or buy, but to network and learn new ideas and ways to help each other.

Through this summit, I have learned new and inexpensive ways to plan, start, and build my own business. I have not only learned these things, but plan on acting on it. I would like to encourage those who have a desire to build, to attend the next Immigrant Entrepreneur Summit...you will walk away with enough information to be on your way to success!

Cindy DeBrown

There were 425 attendees from 36 countries:

Africa

- | | | | | |
|--------------|----------|---------|---------|--------|
| Ethiopia | Kenya | Liberia | Nigeria | Rwanda |
| Sierra Leone | Tanzania | | | |

America

- | | | | | |
|---------|-------------|----------|---------|-----------|
| Ecuador | El Salvador | Columbia | Chile | Honduras |
| Mexico | Panama | Peru | Uruguay | Venezuela |

Asia

- | | | | | |
|-------------|-------------|--------|----------|----------|
| China | India | Japan | Laos | Malaysia |
| Philippines | South Korea | Taiwan | Thailand | Vietnam |

Europe

- | | | | | |
|------------|--------|---------|---------|------|
| Albania | Bosnia | Croatia | Germany | Iran |
| Kazakhstan | Mace | Russia | Spain | |

...from 36 COUNTRIES