

THE TENTH ANNUAL  
Immigrant Entrepreneurs Summit

# IES Remembered



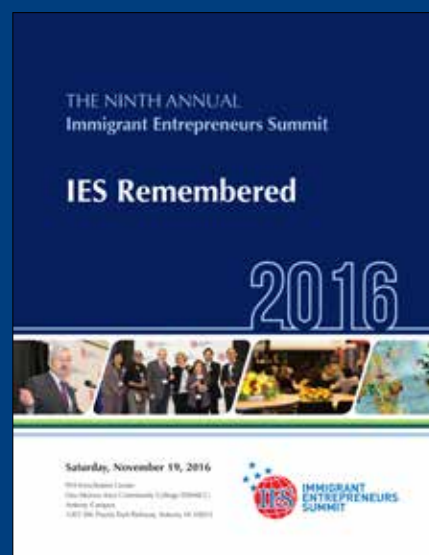
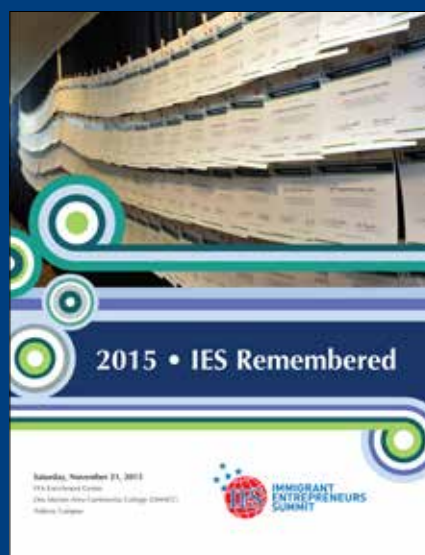
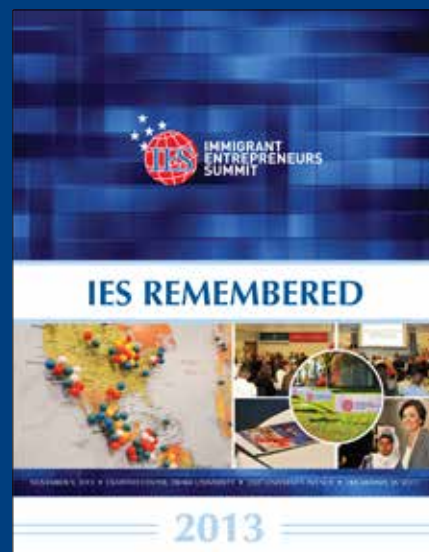
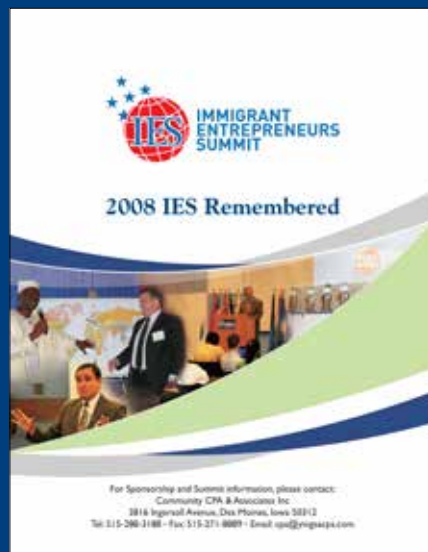
# 2008-2017



IMMIGRANT  
ENTREPRENEURS  
SUMMIT

NOV  
**18**  
2017





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We are grateful to IES for supporting immigrant entrepreneurial success that help stabilize our communities and for raising awareness of why Iowa is a great place to live, work and raise a family. The cultural vibrancy that first generation immigrants bring to the state will encourage even more immigrants to move here and make Iowa their home.

– Governor Kim Reynolds

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I came away from the Immigrant Entrepreneur Summit energized and inspired. I could feel the excitement in the room, as entrepreneurs look to build and grow their businesses. Events like IES prove that the American Dream is alive and well in Iowa. I'm looking forward to participating in future summits!

– Lt. Governor Adam Gregg

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# A Letter from IES Planning Team



Dear IES Sponsors, Supporters, Participants, Volunteers, IES Board and IES Planning Team,

In light of Thanksgiving Day, I write to all of you with a grateful heart...

For many of us, this time of Thanksgiving has an unconventional meaning in our minds – IES has just concluded its 10th year and now we may finally sit back and relax. The thanksgiving holiday puts at ease the details racing through our brains the last few weeks, takes us back home and allows us to reflect on yesterday's event and begin to contemplate our next steps refreshed. Take this time to give your body and mind a good break before we embark on an exciting ride for 2018 IES.

We concluded 2017 IES with a strong feeling of the need to continue and to expand. We felt the ever-increasing commitment to the people and to our community and beyond. IES has touched a nerve in our society at this time in our history as a stabilizing and galvanizing force for common ground amidst uncertainty and polarity. It heals the schism by an emphasis on performance and outcomes rather than promises and platitudes. IES is redefining the conversation about the role and impact of first generation immigrants in Iowa by creating a trusted space for public discourse and building meaningful connections that bolsters opportunities for immigrant entrepreneurs, IES plants the seed of philanthropy into new entrepreneurs' minds, nurtures the promise and pursuit of the American Dream and above all, IES bonds us all, immigrants and nonimmigrants; business owners or employees; and makes all of us part of one unified society. With this vision and mission and a ground swell of positive reactions from the grassroots to all levels of government, we can say, "We have a calling!"

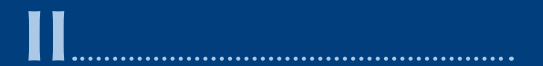
Each one of us, on the planning team and/or the IES board need to answer that calling and honor that calling. We are going forward.

What IES has done for the state of Iowa is breathtaking. What IES has done for its participants is beyond becoming an entrepreneur. Immigrant or nonimmigrant entrepreneurs at IES are invigorated with a renewed energy to make the American Dream a reality. The data we have collected are not estimates. They are concrete data, collected with fidelity and meticulously calculated. During the first nine years of IES, businesses started by IES attendees generated \$337,594,372.12 in total sales and created \$6,285.

As for me, I want to thank you for all you have done for IES and for myself, personally. I will continue to work diligently to meet your expectations and to proudly wear the compliments that you have given me on Saturday, November 18, 2017. IES could never be a one-person mission. Instead, it takes a village, a community, and a nation. I thank God for his plan of weaving our lives together and for allowing us to see to it together – the exciting possibilities of IES.

With love and gratitude,

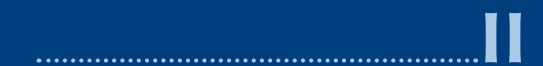
Ying Sa  
Co-Chair of IES



Personally, Immigrant Entrepreneurs Summit (IES) was one of the most exciting event I have ever attended. This event is focused on one thing and one thing only – its entrepreneurs. From the exciting Opening Ceremony with the Lt. Governor of Iowa, to the emotional Awards Luncheon with the Governor of Iowa, to the Underwriting Exposed Competition facilitated by Wells Fargo giving \$5,000 no strings attached check to the winner, to the beautiful Red Carpet Dinner Banquet with the Secretary of State of Iowa, the event was from beginning to end – “FLAWLESS, ENERGIZING, & THOROUGHLY EXHAUSTING”!

For entrepreneurs starting up, regardless of where you come from or what you have now, you feel you can succeed! It is truly a one-stop shop to finding guidance, resources, partnerships, friendships, and hope. I quickly realized once you become a part of the IES family and there is no way out. I want to do all I can to support IES and to grow this nationally and into the city of Los Angeles through the connections I have. I know I will always support IES and am part of the IES family. Thank you for making me feel at home in Iowa!”

– Robbie Cabral, BenjiLock

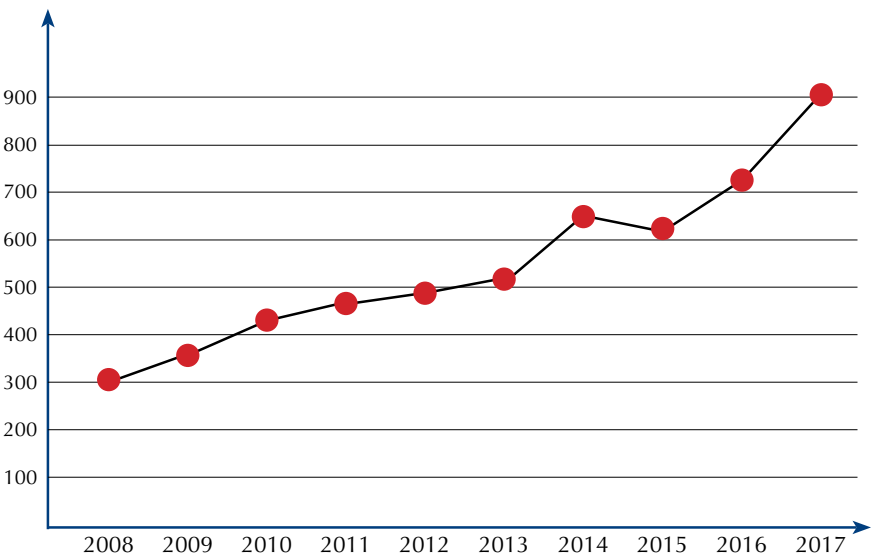






From left: Akira Mori, Iem Phrasany, Naftaly Stramer and Margaret Hough (Ambassador Branstad's former secretary)

909 participants from 57 countries



IES participants from 2008 to 2017

ASIA

China	Iraq	Israel
Laos	Malaysia	Myanmar
Philippines	Singapore	S. Korea
Syria	Thailand	Vietnam

AFRICA

Cameroon	Chad	Congo
Dem. Rep. of Congo		Kenya
Liberia	Mali	Morocco
Nigeria	Senegal	Somalia
Sudan	Togo	Uganda
Zimbabwe		

AMERICA

Argentina	Bahamas	Brazil
Canada	Chile	Columbia
Costa Rica	Ecuador	Guatemala
Mexica	Nicaragua	Peru
Puerto Rico	Uruguay	USA
Venezuela		

EUROPE

Bosnia	Croatia	Czech Republic
France	Germany	Italy
Moldova	Norway	Russia
Spain	Serbia	Switzerland
Ukraine	United Kingdom	



Immigrant Entrepreneurs Leadership Award

Akira Mori

Outstanding Immigrant Business Award

Oasis Falafel

Karen Evans Immigrant Champion Award

Ambassador  
Terry E. Branstad

Immigrant Spirit Award

Iem Phrasany

2017 IES Annual Award Honorees

II

This was my first time at IES. I was impressed by the large number of participants and the support from the State of Iowa, especially Governor Kim Reynolds. But most impressive were the volunteers running this even. What an amazing group. I will be happy to help next year with such efforts.

– Naftaly Stramer  
2017 Outstanding Immigrant Business Award Honoree

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# 2017 Underwriting Exposed Competition

# Many thanks to our speakers!



IES have been instrumental in inspiring me to start my own consulting business, Schabel Solutions. I started my business last year and immediately knew that IES and Ying Sa were critical resources that I, and any business owner, should utilize. Without IES expertise and supportive network, the effort of starting a business would have been daunting. We are fortunate to have such resources in our own backyard!

– Claudia Schabel, President  
Schabel Solutions

Winner of 2017 Underwriting Exposed



It is always inspiring to see the energy of the IES attendees and hear the stories of the award recipients. It was even more significant this year being the tenth anniversary to see the progress and cumulative success of our immigrant community.

– Lori Chesser, Davis Brown Law Firm

If you are an entrepreneur who is just starting a business, or thinking about starting one, the IES annual conference is an event that you must attend each year. With over 600 attendees annually, great speakers, an exhibit area, workshops and unlimited networking opportunities, it is an event that will invigorate and propel you and your business to new heights.

The GQCHCC is proud of our relationship with IES and we look forward to future partnership opportunities.

– Lee Vasquez, Executive Director  
Greater Quad Cities Hispanic Chamber of Commerce



# Red Carpet Dinner

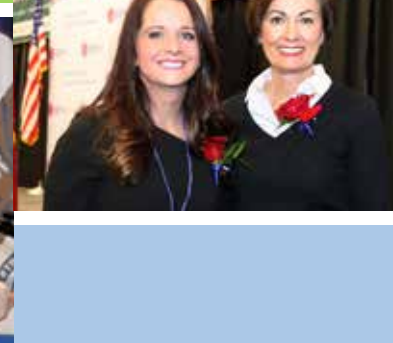


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It was an honor to be a part of the 10th IES Red Carpet Dinner Saturday. Ying and her team have done a fantastic job on encouraging entrepreneurship within the immigrant sector of Iowa.

– Paul D. Pate  
Iowa Secretary of State

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The Immigrant Entrepreneurs Summit has become part of the entrepreneur fabric in Iowa. There is a movement taking place in the State to attract and facilitate business expansion with immigrants and minorities. IES is a perfect place for people to learn, network, and celebrate together. Wells Fargo is proud to be a part of this movement and the impact that IES has on our community.

– Shane W. Zimmerman  
Banking President for Iowa/Western Illinois  
Wells Fargo

Each year this event becomes more and more impactful. We are proud to have been a founding sponsor of such meaningful work in helping those in our communities truly achieve the American Dream!

– Marta A. Codina  
Regional Bank President  
Des Moines & Western Iowa Retail

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# Past IES Award Honorees from 2008 to 2016



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The Award of Immigrant Spirit is truly a great honor. I feel like my hard work has finally paid off... that I can receive the kind of recognition that is unexpected but truly humbling to me.

– Inbo Jung  
2008 Immigrant Spirit Award Honoree



I was humble to be there with our immigrant communities and honored to accept to me most important award in my lifetime...I was very touched by your speech and deep felt honesty in your voice when presenting and talking about us, immigrants making our marks on the history in the USA.

Thank you for letting me there! Thank you for letting me share my soul voice with others in the room. Thank you for giving me courage and inspiration to do more for our communities and our causes.

Ms. Sa, you are a true leader, visionary and inspiration to take this movement to a national level and I want and wish to share that same ideal with you.

Indeed we will keep in touch and work together on many other projects to come.

– Abid Talic  
2008 Immigrant Entrepreneur  
Leadership Award Honoree



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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  
2010 Immigrant Champion Award Honoree

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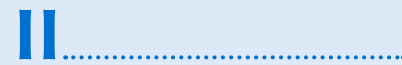




2013



2014



Thank you for all the time and effort you put into the Immigrant Entrepreneurship Summit, it was a great event. Your hard work and leadership inspire many immigrants and citizens to work together and make a real impact in Iowa and the world. We really enjoy participating in IES; it has provided us motivation to continue growing and introduced us to a great network of international entrepreneurs. You have been an integral part of our company's growth over the past few years. We want you to know that we are very grateful for your help and support and look forward to continued collaboration in the future.

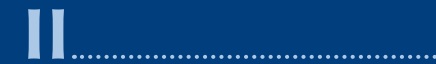
– Advanced Renewable Technology Intl  
2014 Outstanding Immigrant Business Award Honoree



2015



2016



What is so exciting about IES is that it provides immigrant entrepreneurs a place to exchange ideas, learn from each other, find mentors and others that can help them start a business. As Governor, I enjoyed coming to IES each year and am encouraged to learn that more than 100 of them will be starting businesses in 2018. This infusion of new talent has been great for our state. They come to Iowa, become successful leaders in our communities, and add diversity and vitality that benefit the entire state.

– Ambassador Terry E. Branstad  
2017 Karen Evans Immigrant Champion Award Honoree



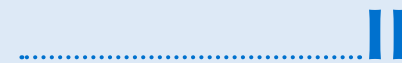
The Entrepreneurs Immigrant Summit provides a cohesive and engaging conference, building entrepreneur and small business education and initiatives into an overall economic and community development strategy.

Proven methods designed to establish and sustain entrepreneurial development are provided through a series of workshops, and as facilitated by business leaders in critical skills-building fields.

And IES's growth in active participation and attendance continues to provide an excellent resource for networking with entrepreneurial and small business owners and mentors. These networking relationships have been invaluable in growing, sustaining and being innovative in our business.

We look forward to 2017 IES's 10th Anniversary Summit!

– Sal Alaniz  
2016 Karen L. Evans Immigrant Champion Award Honoree



The Immigrant Entrepreneurial Summit embodies so much of what makes Iowa a great place to live and do business. Each year I am inspired by the organization's ability to bring immigrant led businesses together to share, learn and celebrate with one another. The immigrant community enriches our state in so many ways and the Immigrant Entrepreneurial Summit's dedication to these individuals' success is truly invaluable.

– Suku Radia  
2015 Immigrant Spirit Award Honoree





# Decade of Growth, Bright Future Nationwide



## 1,206

NEW companies formed  
in Iowa by IES attendees  
since *November 2008*!

## 6,285

NEW employment created  
by the new companies in  
the State of Iowa

## \$337,594,372.12

Total sales generated in the State of Iowa



We look through the eyes of many



Recognizing and promoting diversity means having an appreciation for difference. At Wells Fargo, we welcome and value the insights and perspectives drawn from unique life experiences. It is those distinctive viewpoints that provide us with the fresh thinking we need to help all our customers reach their financial goals.

We are proud to be part of Immigrant Entrepreneurs Summit.

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# Immigrant Entrepreneurs Summit (IES) thanks you for your generous support!

## Presenting Sponsors



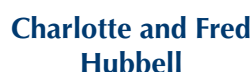
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