College Connection is a collaboration between the Duluth Chamber of Commerce and UMD, Lake Superior College, the College of St. Scholastica, and Duluth Business University. College Connection is a great opportunity for any student who is pursuing a major in business. This program matches students with local business professionals to receive mentoring into the business world. During the past few years, there have been over 70 students who took advantage of this opportunity to interact with business professionals to gain a better understanding of career goals and opportunities, receive interviewing and resume tips, and to network with a variety of business professionals.

The purpose of this program is to:
- Connect students with members of the local business community
- Conclude personal and career goals
- Improve job search skills
- Gain knowledge of career options within various disciplines
- Establish a network with business professionals

VOLUNTEER INCOME TAX ASSISTANCE (VITA)

In this class, students are trained in tax preparation—including returns, electronic filing, tax law, and client relations. Students gain experience preparing the taxes of low- and moderate-income families in various locations in the Duluth community. VITA results in hundreds of thousands of dollars in tax returns and turns active learning into community involvement.

LaBOUNTY ENTREPRENEURSHIP COMPETITION

The LSBE LaBounty Center for Entrepreneurship sponsors a yearly entrepreneurship competition. The competition is broken down into two areas: Business Idea Contest and a Feasibility Study Contest. The Business Idea Contest allows students to write a description of a business idea and gain feedback from entrepreneurs, investors, and business counselors. In the Feasibility Study Contest students learn how to research, forecast, and analyze their own business ideas. Assistance is provided to students through workshops, and from faculty, and business development counselors.

UNDERGRADUATE RESEARCH OPPORTUNITIES

The University-wide Undergraduate Research Opportunities Program (UROP) provides financial awards to undergraduates for research, scholarly, or creative projects undertaken in partnership with a faculty sponsor. UROP provides the student with the unique educational experience of collaborating with a faculty member on the design and implementation of a project. UROP adds a new dimension to the undergraduate experience. It also encourages students to conduct research and pursue academic interests outside of their regular courses by employing them to work on special projects. Projects are expected to contribute to the student’s academic development.
SPECIAL LEARNING OPPORTUNITES

CENTER FOR ECONOMIC DEVELOPMENT

STUDENT TO BUSINESS INITIATIVES

Each semester the UMD Center for Economic Development collaborates with faculty members within the Labovitz School of Business and Economics (LSBE) on the Student to Business Initiative (SBI). This initiative partners student teams with businesses to work on a marketing plan or accounting issues. The goal of this program is to enhance the relationship between small businesses in our community by developing experiential learning experiences that fit the community needs.

MARKETING SBI
During the course of a semester, a LSBE Marketing student team will define the scope of work with the business owner and the Labovitz School of Business and Economics faculty member. The marketing students will present this information in a final presentation and the business owner will receive a report of their findings, potential solutions and suggested marketing plan. Access to financial and marketing information is required. All students participating in this program and the CED staff sign confidentiality agreements requiring them to keep all client information confidential.

ACCOUNTING SBI
During the course of a semester, LSBE Accounting students will review a company’s financial information and provide the business owner with:
- a three-year historical financial analysis
- a three-year ratio analysis
- a trend analysis of your business
- the opportunity to expand QuickBooks usage and reporting for the business
- the opportunity to prepare next year’s budget for the business
The accounting students will present this information in a final presentation at UMD CED and the business owner will receive a report of their findings. Access to financial and marketing information is required. All students participating in this program and the CED staff sign confidentiality agreements requiring them to keep all client information confidential.

COMPUTER WORKSHOPS
LSBE is recognized for its effective use of technology. Our students, faculty and staff are skilled in the technology required to be life-long learners and to develop as leaders. The UMD Center for Economic Development offers free computer workshops to LSBE students. This enables students to improve their computer knowledge and skills needed for today’s workplace. Workshops are offered for the following software programs:
- Access
- Dreamweaver
- Excel
- FLASH
- Illustrator
- Photoshop
- PowerPoint
- QuickBooks
- Word
- Wordpress

All computer workshops at CED are covered through the use of LSBE Technology Fee funds.

Contact LSBE Advising and Academic Services for further information

Phone: 218-726-6594
Fax: 218-726-6789
E-mail: lsbesa@d.umn.edu

The University of Minnesota is an equal opportunity education and employer.
Smoking is prohibited on all UMD property. The smoking ban includes indoor facilities, campus grounds, as well as all University vehicles.