

Kauffman's Urban Entrepreneurial Partnership (UEP) Offers Re-tooling Educational Program for Minority-Owned Auto Suppliers

by Detroit Black Pages

Detroit area minority auto suppliers get much needed assistance from The Urban Entrepreneurial Partnership Inc. (UEP), a nonprofit program of the Ewing Marion Kauffman Foundation. The program called UEP Detroit 150 is a proven entrepreneurial education program distinguished by a unique one-to-one business coaching model. The UEP Detroit 150 will be offered to selected minority auto-supply business owners within the region. One hundred fifty of Detroit's displaced minority auto suppliers stand to benefit from a \$3 million, 3-year endeavor designed to re-tool minority industry leaders for success in new fields.

As a result of the auto industry's recent reorganization, many Detroit-area suppliers have been forced out of business. Those invited to participate in the UEP Detroit 150 will be connected to leading executives who will provide "re-tooling" opportunities in other industries, including aerospace, alternative energy, medical devices, military, and homeland security. The project is being funded by a \$3 million grant from the New Economy Initiative, a philanthropic partnership dedicated to Detroit's economic transformation. The Initiative is backed by \$100 million in funding commitments from 10 nonprofit foundations. The Michigan Minority Business Development Council (MMBDC) will also participate in the UEP Detroit 150

project.

The program is headed by a senior leadership team of three administrators (Mr. Daryl Williams, Dr. Lena Rodriguez, and Mr. Kevin Lockett) operating from its Kansas City, Mo. Headquarters. The UEP also deploys highly qualified entrepreneurs to serve as on-site coaches in cities where the program operates. The client selection process for the UEP Detroit 150 will begin on November 16, 2009. The first step of this process is the intake phase. During this phase, a UEP Detroit 150 coach will collect data on you and your business (all data is held in the strictest of confidence and only reported in aggregate form). After the data collection phase, a coach will follow-up with you and discuss the PDP (Personalized Development Plan) and determine your eligibility for the UEP Detroit 150.

"In these challenging economic times, when we're all required to do more with less, the UEP is proud to be able to report positive results in advancing entrepreneurial success," said Daryl Williams, CEO/Executive Director of UEP and its affiliated program,



*Dr. Lena Rodriguez
& Daryl Williams*

the Urban Entrepreneur Partnership Gulf Coast Inc. (UEPGC). Because of intensive personal attention received over an extended seven- to nine-month coaching relationship, Williams said: 1000+ UEP clients—89 percent—have completed the UEP program since its inception in 2005, 51 percent of those clients progressed

their businesses from concept to operation, and clients already owning businesses realized an average 24 percent increase in company profitability.

In summarizing the UEP's underlying premise, Williams quoted African-American scholar and inventor George Washington Carver: "Since new developments are the products of a creative mind, we must therefore stimulate and encourage that type of mind in every way possible. That's why we encourage our UEP clients to unleash their imaginations, create opportunities for themselves, and—in the process—reinvent the market and rebuild their communities," Williams said.

Since 2005, Kauffman has invested \$7 million in the UEP and the UEPGC. Also based in Kansas City, Mo., the Ewing Marion

Kauffman Foundation is a \$1.8 billion private nonpartisan foundation that works to harness the power of entrepreneurship and innovation to grow economies and improve human welfare.

*Interested participants for
The UEP Detroit 150 program
should email
Ms. Michelle St. Clair at
mstclair@kauffman.org
to schedule an intake
appointment with a
UEP Detroit 150 coach.*

*If you have additional questions
about the program, feel
free to email
Dr. Lena Rodriguez at
lrodriguez@uepkauffman.org.*

*For more information on the
UEP Detroit 150,
visit <http://uepkauffman.org/>.*



**A PROGRAM OF THE
KAUFFMAN FOUNDATION**