

Formerly the Minnesota Entrepreneurs' Club

Serving Minnesota entrepreneurs since 1981

Real-world entrepreneurial experience

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A Non-Profit 501(c)(3) Corporation with a Mission to Educate, to Inspire and to Act as a Resource for Entrepreneurs and Aspiring Entrepreneurs

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## Dorothy Dolphin Out-Swims the Sharks - July 10

MEI's July meeting offers Dorothy Dolphin of Dolphin Holdings making a long overdue return visit to the Minnesota Entrepreneurs. In 1990, Dolphin wowed the MEI audience with her remarkable story of building a business out of a tragedy. On July 10th, she'll reveal how "A Dolphin Swims with the Sharks."

As the fifth of eight children, Dolphin grew up learning independence, a quality her mother fostered in all her children. Such lessons would ensure her survival when years later, as the wife of a young bank executive and mother of three children, all under the age of seven, she was suddenly widowed. Her daughter was stricken with a potentially fatal disease and she faced financial ruin.

Refusing to call upon her successful brother, Carl Pohlad, for help, Dolphin first sold Tupperware and then took a position with Employers Overload. She quickly rose to become the manager of its most profitable office, a position that was paying her half the salary of her male counterparts. That discovery coupled with her entrepreneurial spirit gave her the impetus to begin her own venture.

Taking \$1,500 from her savings, she launched Dolphin Temporary and Permanent Staffing. The family business enlisted her children who would stuff envelopes at slumber

parties and tally accounts in between swims at the lake. Today Dolphin Staffing is Minnesota's largest independently owned employment service company. The enterprise provides quality clerical, legal, medical and technical temporary employees to numerous Fortune 500 corporations. Annually, Dolphin Staffing places more than 20,000 temporary employees to over a thousand small to mid-sized companies stretching across the metro-area.

Dolphin's umbrella business, Dolphin Holdings, continues to operate as a thriving family enterprise that includes Burger King franchises and banks that are overseen by the Dolphin Family Group management team, Kathy, Tom and Gregory Dolphin along with founder and chair, Dorothy Dolphin.

Dorothy Dolphin has an amazing story of perseverance coupled with hard work and business savvy. Be sure to come on July 10 to hear how "A Dolphin Swims with the Sharks."



6:30 p.m. Informal Networking

7:00 p.m. Dorothy Dolphin

\$15.00 for non-members.

Free to members.

For directions to the Minnesota Business Academy (MBA), log onto:  
[www.mnbusinessacademy.org](http://www.mnbusinessacademy.org)

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## Dr. Dileep Rao Slated for August

August 14 features “How to Find Financing... Intelligently” presented by Dr. Dileep Rao who is a local expert on many facets of entrepreneurship. Author and nationally recognized speaker, Dr. Rao heads InterFinance Corporation (IFC) which publishes business guides and offers workshops and forums for businesses, financier and developers. IFC also consults with businesses regarding business/financial strategies for growth, developing and writing business plans and financing for growth, acquisitions and turnarounds.

## Mayor Coleman Fills the House

“I love entrepreneurs because they’re risk takers,” Mayor Norm Coleman told the MEI at the June meeting. Just as entrepreneurs have to generate confidence in themselves, the mayor has had to convince investors and companies to believe in St. Paul. It wasn’t always easy for an elected official who when he took office, had a confidence level “lower than that of a company in bankruptcy.”

Mayor Coleman revamped the mayoral job description to be, “What we do is shape an environment of where people make decisions and where they invest.” Likening his job to that of a rabbi or minister, he said, “My job is to convince you that I can see on the other side of the mountain, and to convince you that what’s there is a good thing.”

His efforts can be seen in St. Paul’s new \$90 million Science Museum and Lawson Software, Minnesota’s largest software company with over 1,000 jobs that the mayor brought to downtown St. Paul. He secured a National Hockey League franchise, the Minnesota Wild, who play in a new \$175 million arena. Even so, he says, “I didn’t create 18,000 jobs. I helped shaped the environment that created 18,000 jobs.”

“The government can’t do anything alone,” said Mayor Coleman. “They need partnerships and a shared vision.”

## And The Winner Is... Curtis Stanley

In a random drawing held at the recent Strictly e-Commerce event, a free Minnesota Entrepreneurs Inc. membership was won by Curtis Stanley of Minneapolis.

Congratulations to this lucky entrepreneur!

## NEW AND RENEWING MEMBERS

Steve McCullough – Linsk Flowers

Dale Meier – U.S. Capital Link

Richard A. Saliterman– Saliterman & Siefferman, P.C.

Robert J. Soleim Jr. – Entrepreneur

## Networking’s Back and Working

Maybe it’s the MBA locale that lends itself so aptly to meeting and greeting. Perhaps it’s both new and returning faces who come early to meetings and then, post-meetings mosey over to Patrick McGovern’s Pub & Restaurant to continue conversations. Whatever the cause, networking is back with a vengeance at MEI.

If you’re looking to build your business, get answers to tough entrepreneurial questions, need advice on seeking a patent... MEI is *the* place to talk one on one with those who are sharing in your journey. All you need are a stack of business card and a hunger to mix with others who have been bitten by the entrepreneurial bug.

## CALENDAR

**July 10 - MEI Monthly Meeting – 6:30 p.m. – Networking 7 p.m. – Dorothy Dolphin of Dolphin Holdings “A Dolphin Swims With the Sharks”**

**Post meeting, Late Nite Networking – Patrick McGovern’s Pub & Restaurant at 225 W. 7th Street in St. Paul**

**August 14 - MEI Monthly Meeting – 7 p.m. – Dr. Dileep Rao – “How to Find Financing... Intelligently”**

### BREAKFAST GROUP

**July 19** – Minneapolis Group meets at 7:30 a.m., Dover Restaurant, Double Tree Park Place Hotel in St. Louis Park. Call Bill Lehnertz–621-948-1105

## Late Nite Networking

Anyone who wishes more informal networking following the MEI meeting may gather on July 10 at Patrick McGovern’s Pub & Restaurant on 225 W. 7th Street. McGovern’s is located on the corner of West 7th Street and Chestnut, one block west of the new RiverCenter.

McGovern’s offers a full menu until midnight.

## Web Updates

Profits Journal now has a Live Webcast show with breaking entrepreneurial news. Sign on 8:40 a.m. on Thursdays at [www.profitsjournal.com](http://www.profitsjournal.com) and click on “Starting Line.”

Check out [www.vezone.com](http://www.vezone.com) for entrepreneurial updates and much more.

Visit Minnesota Business Academy at [www.mnbusinessacademy.org](http://www.mnbusinessacademy.org)

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**Corporate Membership Bargain**

**\$178.00 allows four company members to attend Minnesota Entrepreneurs, Inc. meetings with no door fee.**

**“My business is pretty simple. I didn’t create 18,000 jobs. I helped shape an environment that created 18,000 jobs.” ... Mayor Norm Coleman of St. Paul**

**The Minnesota Entrepreneurs, Inc. - Membership For 2002**

Renewal \_\_\_\_\_ New \_\_\_\_\_ Date \_\_\_\_\_

Yes, I'd like to join. My check for \$79 is enclosed. (No fees at the door for members.)  
 Check for \$178 is enclosed for Corporate membership (Allows 4 employees to attend)

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_  
 Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_  
 e-mail: \_\_\_\_\_

Make \$79.00 check payable to: Minnesota Entrepreneurs, Inc. (\$50 for college/university students) - (\$178 for Corporate Rate)

Mail to: Minnesota Entrepreneurs, 4012 Lynn Avenue, Edina, MN 55416

**Minnesota Business Academy**  
**505 Wabasha Street North, Box MEI**  
**St Paul MN 55102**

## **FIRST CLASS**

### **ADDRESS CORRECTION REQUESTED**

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#### **Powerful Guest Speakers**

The list of past speakers at Minnesota Entrepreneurs meetings reads like a "Who's Who" of successful Minnesota entrepreneurs. Speakers are selected for their abilities to inspire and educate entrepreneurs and aspiring entrepreneurs. These "real-world" lessons are invaluable in helping aspiring entrepreneurs succeed.

#### **A Sample of Past Speakers**

Curt Carlson, The Carlson Companies  
Dorothy Dolphin of Dolphin Holdings  
William H. Wenmark, Now Care Medical  
Claire Hovland, Applied Biometrics  
Robert Stephens, The Geek Squad  
Tom Kieffer, Agiliti, Inc.  
David Anderson, James Page Brewery  
Susan Morem, Premier Presentatiuon, Inc.  
Dr. Scott Augustine, Augustine Medical  
David Stassen, Spine-Tech, Inc.  
Alan Ruvelson, First Midwest Ventures, Inc.  
Earl C. Joseph, Anticipatory Sciences, Inc.  
Richard Eichhorn, Cpt Corporation  
Dave Anderson, Famous Dave's Of America  
David Mona, Mona, Meyer, Mcgrath  
Dick Youngblood, Minneapolis Star  
Tribune  
Donna Green, Performax Products, Inc.  
Gerald Keinath, Novus Windshield, Inc.  
Mark Cohn, Damark International. Inc.  
Richard Perkins, Perkins Capital  
Bahram Akradi, Fitness Corporation of  
Rajiv Tandon, Inst. for Advanced  
Roger Wangen, ABC Priorities  
Scott Bourne, Life Online Radio  
Kay Fredericks, Trend Enterprises, Inc.  
Bert Amdahl, Global Business Partners, Inc.  
Manny Villafana, St. Jude Medical  
Dale Kurschner, The Profits Journal  
Earl Bakken, Medtronic, Inc.  
Carl Pohlad, Marquette Bank & many more  
Harvey Mackay, Mackay Envelope  
Company  
Irwin Jacobs, Minstar, Inc.  
Leeann Chin, Leeann Chin, Inc.  
Rudy Boschwitz, Home Valu, Inc.

Glenda Holladay Eoyand, Chaos Limited  
Harlan Jacobs, Genesis Business Centers  
George Kline, Venture Management, Inc.  
Roy Larson, Filmtec Corporation  
Doris Brennen-Webb, Picas & Points  
Chris Berghoff, Control Products, Inc.  
Greg Scott, Scott Consulting Corporation  
Jon Wilbrecht, Wilbrecht Electronics, Inc.  
Esperanza Guerrero-Anderson,  
Milestone Growth Fund

Kojo Ben Taylor, The Pelican Group, Inc.  
Bill La Macchia Jr., Sun Country Airlines,  
Mark Peltier, AromaSys, Inc.  
Gae Veit, Shingobee Builders, Inc.  
Ed Palmer, SolarAttic, Inc.  
Mike O'Connor, gofast.net  
Todd Peterson, UnderWater World, Inc.  
William H. Wenmark, Now Care Medical  
Claire Hovland, Applied Biometrics

**Convenient Parking is Available at the MBA**  
**505 Wabasha Street North in St. Paul**  
**Enter parking ramp from Exchange Street**  
**St. Paul Street Parking is free after 6 p.m.**

This Newsletter is published by the Minnesota Entrepreneurs, Inc., a not-for-profit 501(c)(3) corporation with a mission to educate, to inspire and to act as a resource for entrepreneurs and aspiring entrepreneurs.

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