



[www.uepkauffman.org](http://www.uepkauffman.org)



We believe in the Entrepreneurial Spirit.  
It can unleash the imagination, create opportunities, reinvent the market, rebuild communities and transform the world. If you're seeking the expertise to start or grow your business, we're here to help.

*We're the Urban Entrepreneur Partnership.*





ABOUT UEP
PROGRAM
SUCCESS STORIES
UEP CITIES
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### About UEP

- Overview
- Our Partners
- History
- Quick Facts
- Our Leadership
- The CEO's Corner



**Play Video**

Tom Bagwell Interviews  
Darril Williams, CEO/Executive  
Director of the UEP/UEPGC  
and Lakisha Reeves, UEPGC  
client.

## Elements of entrepreneurial success.

We at the Urban Entrepreneur Partnership (UEP) Inc. believe the entrepreneurial spirit is alive and well in every American community, even long-neglected and economically underserved urban areas.

Yet research indicates minority populations start and grow businesses at lower rates than other demographic groups. And on average, minority-owned businesses tend to be smaller and less profitable than other businesses.

Acting in direct response to these findings, the Ewing Marion Kauffman Foundation consulted with academic and business experts across the country to design an educational model addressing key elements of entrepreneurial success.

In 2005, partnering with the White House and the Business Roundtable, an association of leading CEOs, Kauffman launched the Urban Entrepreneur Partnership with the specific goal of fostering minority entrepreneurship in urban-core communities.

Following the devastation of Hurricanes Katrina and Rita later in 2005, the UEP added a specially tailored version of its program—the UEP Gulf Coast Inc.—to help revitalize economies and rebuild communities affected by the storms.

The resulting UEP centers provide business education and personalized one-to-one coaching, as well as access to financing and procurement opportunities, for new and existing minority and urban businesses.

We believe that this unique program will increase the number of profitable, sustainable minority-owned businesses in urban neighborhoods, creating the wealth and jobs needed to strengthen the economy.



"My UEPGC coach helped me secure \$8 million in contracts and assisted me in aligning business and community resources to develop my enterprise from a \$1.2 million to a \$3.5 million organization."

Keith Tillage,  
Tillage Construction, L.L.C.





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### UEP Cities

- UEP Map
- UEP Gulf Coast
- UEP Detroit
- Become a City

## Our network.

The Urban Entrepreneur Partnership Inc. operates in Kansas City, Detroit and in the Louisiana cities of New Orleans, Baton Rouge and Hammond, through our affiliate program, the UEP Gulf Coast Inc.



Rollover dot to view UEP City



**UEP GULF COAST**  
A PROGRAM OF THE KAUFFMAN FOUNDATION

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**89%** | clients have successfully completed our customized educational workshops

**Program**

- Our Educational Process
- Resources
- Events
- Articles
- Video
- Become a Partner
- Become a Client
- Become a City

**The path to success.**

**Our Educational Process** | At the UEP, we take a unique and personalized approach in supporting our entrepreneurs. Our one-to-one coaching, comprehensive and customized educational plan, and real time data collection assists entrepreneurs at any stage of business development grow into thriving companies.

**Step 1: INTAKE**

- We'll start by collecting demographic data about you and your business.
- We'll also collect financial data on your business.
- Next, we'll assess your business or business idea.
- Then, we'll assess your business or your industry and your stage of business development.
- Then, we'll assign you a coach with expertise in your industry and your stage of business development.

Data we collect during the intake phase will enable us to report later on the results and impact of the program. We will store all client information in a secure database and use only information that has been identified or reported individually.

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**Speaking in numbers.**

**24%** Increase in profitability for existing businesses receiving UEP education/coaching.

**\$4 Million** Commitment from our partners LED\* and NEI\*

**51%** Businesses have moved from concept to operation since 2005.

**915+** Clients have completed our program.

**\$7 Million+** Amount UEP/UEPGC and the Kauffman Foundation have invested for educating and coaching entrepreneurs.

**89%** Clients have completed UEP/UEPGC educational courses.

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\*Louisiana Economic Development (LED) and New Economy Initiative for Southeast Michigan (NEI)

# UEP/UEPGC Technology Systems

## Intranet –

Combination of “E-room”, “Courtyard”, “Image Now”, “Gifts”, and the “H” drive all rolled into one

## Client Tracking Outcomes Database (CMS) –

Allows the UEP/UEPGC to have a **customized database** that produces **real-time data**



UEP Home

UEP Home | Office Staff | Coaches | Legal & Finance | Database | E-Mail | UEP Website | Detroit Coaches | Search Center

View All Site Content

Documents

- Contracts
- Drinks
- Surveys
- Shared Documents
- Workshops

Tools

- UEP Calendar
- UEP Contacts
- Office Staff Tasks
- Office Staff Announcements

Discussions

- Team Discussion

Human Resources

- Benefits
- Department Contacts
- Employee Handbook

Recycle Bin

UEP Home > Office Staff

**My Office Staff Tasks**

Title	Status	Assigned To	Created By	Priority	Due Date
There are no items to show in this view of the 'Office Staff Tasks' list. To create a new item, click 'New' above.					

**Office Staff Announcements** 10/6/2009 12:04PM

**UEP Detroit Grand Opening Event!** 10/6/2009  
by Kevin Lockett

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

**DETROIT (Sept. 15, 2009)** – One hundred fifty of Detroit's displaced minority auto suppliers stand to benefit from a \$3 million...

**National Headquarters set to open in the Historic 18th & Vine District!** 10/6/2009 12:02PM  
by Kevin Lockett

On November, 1, 2009, the UEP headquarters will open to first set offices in the historic 18th & Vine District. With more than 2000 sq. are feet of space, the UEP will have ample room to expand its coaching operations.

⊞ Add new announcement

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## Customized Outcomes Database

- Collect over **300 variables**
- Provides **real-time outcome data** on UEP/UEPGC entrepreneurs (for research and data reporting)
- Allows senior management the opportunity to **analyze client trends**
- Offers **web-based solutions** (ease of access)



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Client Info Reports Settings

Client Master List

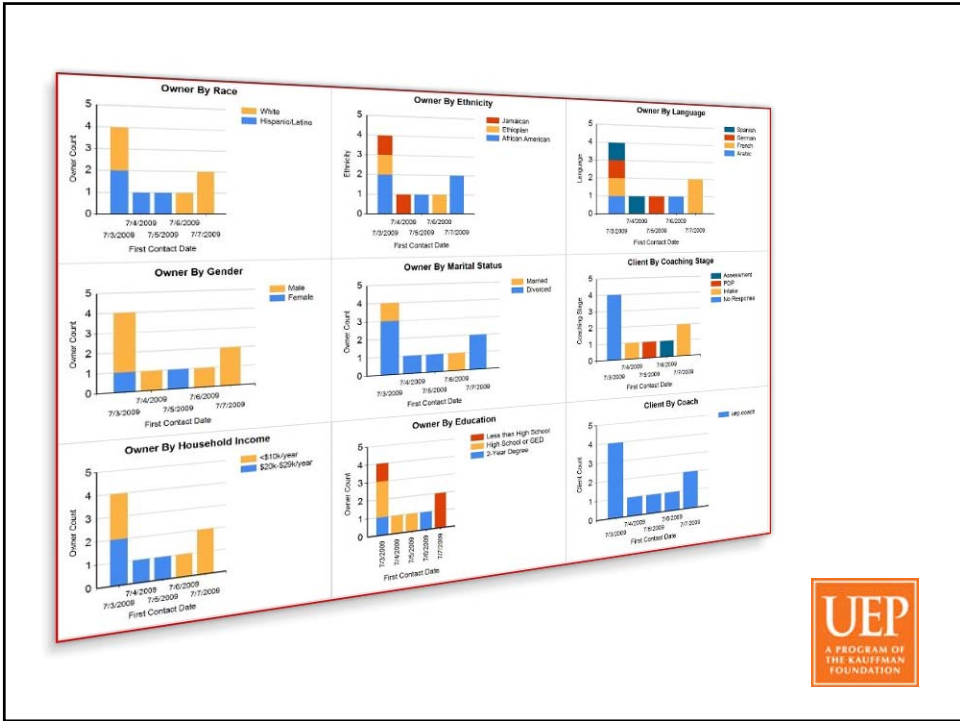
Company/Owner Last Name:  Address:  City:   
 State:  Zip:  Coach:

Client Status:  Search  Reset

Your Client List

	Owner Last Name	Address Line1	Address Line2	City	State	Zip	County	Phone	Client Status	First Contact Date	Coaching Stage
	<a href="#">Timmaster, Inc.</a>	Tanner	8418 Prospect	Kansas City	MO	64132	Jackson	816-513-0121	Graduated	8/26/2015	No Response
	<a href="#">Best Harvest Bakedies</a>	Honesty	530 South 55th Street	Kansas City	MO	64111-9996	Jackson	913-287-8300	Graduated	8/12/2015	No Response
	<a href="#">Midstate Aerospace, Inc.</a>	Brager	710 North Lindenwood Drive	Olathe	KS	66062	Johnson	913-769-6677	Rejected Prospect	8/12/2015	No Response
	<a href="#">Lil Guy Foods</a>	Sloan	1717 North Topping	Kansas City	MO	64123	Jackson	816-241-2000	Graduated	8/12/2015	No Response
	<a href="#">Meritage Wealth Managers</a>	Davis	3920 west 58th terrace	Overland Park	KS	66207	Johnson	816-728-7088	In-Active	8/19/2015	No Response
	<a href="#">Construction Solution Innovators</a>	Reed	1700 N 291 Highway	Independence	MO	64059	Jackson	816-696-3749	Rejected Prospect	10/13/2014	No Response
	<a href="#">K&amp;I</a>	Reed	4001 Blue Parkway	Kansas City	MO	64130-2807	Jackson	913-851-1713	In-Active	10/11/2014	No Response
	<a href="#">eVolve Solutions</a>	Earman	9401 Indian Creek Parkway Suite 250	Overland Park	KS	66210	Johnson	913-469-8900	In-Active	11/25/2014	No Response
		Harland	1026 South Powell Road	Independence	MO	64059	Jackson	816-796-3800	In-Active	1/27/2016	No Response

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**Client Detail**

Company Name	First Name	Last Name	Address Line1	Address Line2	City Name	State Cd	Postal Cd	Phone Number	Web Url	Coach	Entity Type
A Corp	AFirst	ALast	AAddressLine1	AAddressLine2	ACityName	AS	APostalCd	APhoneNumber	AWWWURL	app.coach	No Response
Z Corp	ZFirst	ZLast	ZAddressLine1	ZAddressLine2	ZCityName	ZS	ZPostalCd	ZPhoneNumber	ZWWWURL	app.coach	No Response





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