

by Shannon Webber
News Editor

On Tuesday, 19, 1999, The Office of Continuing and Distance Education hosted a showcase that introduced the FastTrac Entrepreneurial Education program to the community of Erie. FastTrac is a course designed for individuals that need immediate help with growing their own business or developing a new business. The FastTrac program is able to equip the entrepreneurs and the aspiring entrepreneurs with the skills to develop and manage a successful business.

In 1997, the faculty and staff in Behrend's School of Business attended the Premier FastTrac program in Denver, which was sponsored by the Ewing Marion Kauffman Foundation. They came back ready to teach the Behrend students and members of the business community how to take control of their business. In the following year, Behrend received a grant from the Ewing Marion Kauffman Foundation to help develop the business school's entrepreneurship education programs. Behrend was also given the exclusive right to offer the FastTrac program in this region.

"We realized several years ago that this trend toward self-employment was inevitable," said Dr. John M. Magenau, director of Behrend's School of Business. "With large corporations downsizing and outsourcing some of their production, and with a

growing service economy, there were more and more talented ambitious people out there without jobs. In order to survive, people have had to shift to an entrepreneurial way of looking at the world."

The program is divided into two parts. FastTrac I is a nine-week course that focuses on defining a business concept and determining its feasibility. This part of the program will begin in March and will be taught by an Erie entrepreneur, Randy Nungester, owner of Uncommon Ground. Donald Smith, president of Provident Wealth and Provident Private Capital Partners, Inc. and a student in last fall's FastTrac I class at Behrend had good things to say about the program.

"I don't think people should be allowed to go into business without taking this course," said Smith. "What they learn here can save money and heartache." He has also recommended the FastTrac program to two of his professional athlete clients.

The second part is FastTrac II and it is an eleven-week course for small business owners who seek education in marketing, operation, product improvement and growth. It will be offered at Behrend for the first time this spring. Entrepreneur Thomas M. Kennedy, owner and developer of the Palace Business Center and the Renaissance Center at Tenth and State, will be teaching the course. He holds a MBA from Behrend and worked at GE for more than ten years. He found his future to be a business developer.

"As the Palace Business Center became home to small businesses, I be-

gan to realize that many small business owners have similar problems," Kennedy said. "They all face problems with marketing, growth, cash flow, personnel, and other business issues, and they are looking for an efficient way to find answers. FastTrac II can help them."

FastTrac entrepreneurial training programs started in 1986 by Entrepreneur Programs, Inc. offered through the University of Southern California's Entrepreneur Program. Today, FastTrac is an international program which trains business owners in more than 100 locations in 41 states. There are also branches of FastTrac in Sweden, Canada and soon Australia. FastTrac is on its way to educate 10,000 business owners a year by the turn of the century. There are more than 160 business development organizations that use the curriculum.

"Last fall we began teaching the program to medical students at LECOM, who will eventually develop practices that operate as small businesses," said Dr. Jeff Trailer, assistant professor of management and a member of the initial team that introduced the program to Behrend.

This year we moved into the community, offering the program through Continuing and Distance Education. Our plan is to offer FastTrac I twice annually and FastTrac II three or four times yearly."

Housing contracts, continued from Page 1

form another line. Starting at the table where the contracts were to be collected, it wrapped around the entire room. All students were assigned a number, and most of them stayed there for the night. Students did respond thankfully to the policy change of number distribution to hold their place in line-as long as they were back before six am.

Jessamy Morse, 02 Advertising, may have captured the feelings of those waiting it out in saying, "I feel like I'm at the airport for a really early flight. I've got my bags packed, I've got my ticket, and I just want to get out of here."

The actions of impatient and dishonest students affected everyone involved with the contract submission.

Lydia King, 02 Business Management, says, "It was like a natural disaster."

Jason Allen, 02 Forestry thinks, "It was extremely disorderly."

Jared Sunday, 08 PLET, adds, "I think it was a total disaster and I wish they'd find a better way of organizing it."

Malfinger and Lombardi agree, saying, "We need to reevaluate the

system, but we also need student

input...if they are that adamant about sleeping out, then they need to voice their concerns. Residence Hall Councils are the voices we are listening to. If they have issues or ideas, bring them to the executives of Residence Hall Council."

As for Monday morning when the line receded, furniture students had relocated was left strewn throughout the lobby and the Wintergarden. Bag fulls of garbage were collected after students left Monday morning.

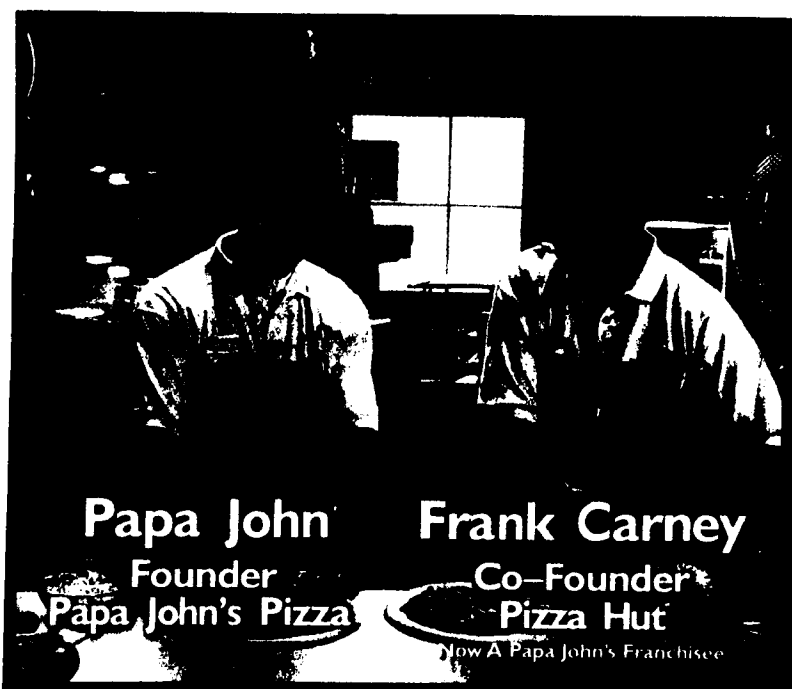
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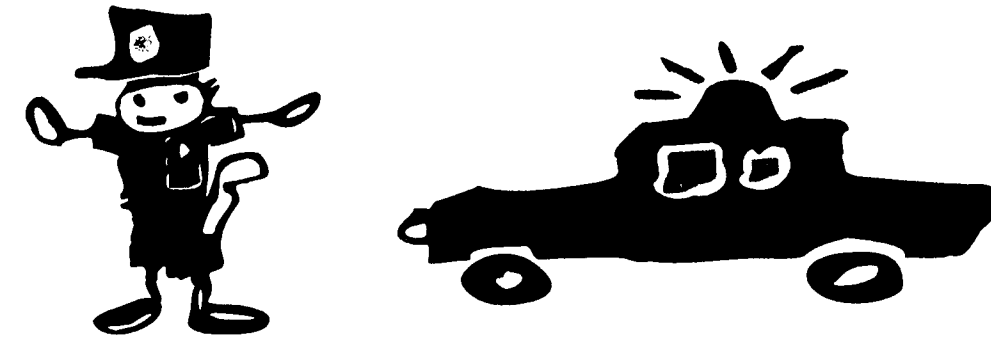


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Police And Safety REPORT:

- 1/18/99 Caller reported several people drinking on Ski Slope.
- 1/18/99 Complainant receiving obscene phone calls.
- 1/18/99 Complainant reported fire alarm in Almy Hall Officer dispatched, false alarm, burnt toast from a toaster had set it off. System was then reset.
- 1/19/99 Individual has a dog in his car. Notified the individual of University Policy and to have the dog removed immediately. He was advised that if he had any problems with that to contact WED.
- 1/22/99 Complainant reported theft of equipment from vehicle.
- 1/24/99 Complainant reported a fight in the Reed Commons area. Upon our arrival the fight was broken up by a staff member and the parties departed. At this time no other action will be taken.
- 1/25/99 Complainant requested Police and Safety to stand by in the Reed Commons area due to the problems that housing encountered with the housing contracts earlier.



Question of the Week

How would you change the housing situation on campus?

"I think that seniority and GPA should be considered on your housing contract."

-Cheryl Swearingen, 04, Bio

"I don't have any beef with housing."

-Trevor Specht, 02, EE

"I don't know, but something should change."

-Jen Zimmerman, 04, Eng

"I would let the seniors have first choice."

-Tommie Stovall, 06, EE

"Get social hours during the day where kids can be out in the hall being as loud as they want."

-Adam "Zippy" Dzuricky, 02, MIS

