

EDITOR'S NOTE

As we go to press we are at a milestone in that this issue marks the tenth year of publication of the *Journal of Small Business Strategy (JSBS)*. The first issue consisted of eight of the best papers that were presented at the 14th Annual SBIDA Conference. Since that time, the Journal has evolved to the point where we receive manuscripts from all over the country as well as receiving a number of international submissions. In addition, we feature invited articles, research notes ("Small Business Briefs"), and book reviews while we continue to publish the two best papers from the annual SBIDA Conference.

As we continue to expand the scope and enhance the quality of *JSBS*, we continue to look for manuscripts which fit our mission. Based on the *JSBS* mission, we believe that articles published in *JSBS* should be of value to small business & entrepreneurship educators/scholars, small business consultants or individuals involved in economic development in terms of *at least one* of the following:

- Assist in the formulation or implementation of small business strategy
- Be directly applicable to consulting projects and solutions
- Generate ideas and approaches to problem solving in small business & entrepreneurship
- Be presentable to a small business owner/manager for application
- Relate to small business & entrepreneurship education

WHAT IS A "SMALL BUSINESS?" (U.S. SBA)

<u>Type of Business</u>	<u>Maximum Annual Sales or Number of Employees</u>
Wholesale Trade	\$ 9.5 - 22 Million (Varies Across Industries)
General Construction	\$ 17 Million
Services	\$ 2.5 - 14.5 Million (Varies Across Industries)
Retail Trade	\$ 3.5 - 13.5 Million (Varies Across Industries)
Agricultural Production	\$.1 - 3.5 Million (Varies Across Type)
Restaurants	Up To \$10 Million
Manufacturing	Maximum of Either 500, 750, 1000, Or 1500 Employees (Depends On Industry)

Some Things We Are Doing

- ◆ In addition to our regular subscribers, *JSBS* is being distributed to over 650 AACSB member and candidate schools once again. It is expected that this exposure will provide visibility for *JSBS* as well as SBIDA and the Small Business Institute (SBI) Program.
- ◆ The USASBE/SBIDA Joint National Annual Conference will be held in San Antonio, February 16-20, 2000 (see advertisement in this issue). I would like to remind our readership that a minimum of two articles, probably as many as four, will be selected from the submissions/proceedings for publication in *JSBS*.
- ◆ We have established a relationship with PricewaterhouseCoopers, whereby they publish condensations of articles from *JSBS* in their on-line *Executive Digest*. We are one of a select number of journals whose work will appear from time to time. Check them out at www.pwcglobal.com and work your way through to the *Executive Digest* (click on "Insights and Solutions" and then "Executive Digest"). We have had an excerpt of "The Classification of Service Providers as Contract Workers Rather than Employees: Implications and Guidelines for Small Businesses" (*JSBS* Volume 9, Number 2, 1998) by Matthew Sonfield already featured on their site earlier this year.
- ◆ We are developing a *JSBS* website which will feature abstracts from our previous issues as well as other information pertaining to the journal. In addition, we hope to link *JSBS* with some abstract services in the near future.

We have an unusually high number of articles published in this issue of *JSBS*. Included in the issue are a number of Small Business Briefs, something that we will continue to do in the future. This venue provides a forum for more authors to publish their work while providing our readership with a broad range of useful research. I hope you enjoy this issue of *JSBS*. If you have any comments, please send us a letter or an email (osborne@iup.edu).

Stephen Osborne, Editor

USASBE/SBIDA

Joint Annual National Conference

(24th Annual SBIDA Conference and 15th Annual USASBE Conference)

February 16-20, 2000

Sheraton Four Points, Riverwalk, San Antonio, Texas

CONFERENCE ANNOUNCEMENT AND CALL FOR PAPERS AND WORKSHOPS

Deadline for Submissions: September 15, 1999

Theme: *USASBE/SBIDA 2000: The Entrepreneurial Millennium*

The Joint Annual National Conference will be held jointly by USASBE and SBIDA from February 16-20 at the Sheraton Four Points, Riverwalk in San Antonio Texas. The conference will include papers, workshops, case studies, and symposia dealing with family business, entrepreneurship, entrepreneurship education, and SBI programs and institute management. Topics will focus on issues of significance as we enter the 21st Century:

- New Business Development 21st Century Style – What's Changed?
- Entrepreneurship in a Changing World
- Global Marketing in the 21st Century
- Economic Realities: Financing Small or Risky Ventures
- Technology and Change: Redefining the Entrepreneur
- Focus on Family: Whose Business is it Anyway?
- Incubators and Institutes: Support Systems for New Ventures
- Challenges for Small Business and Entrepreneurship Educators

Check our website www.sbida.org for information on competitive paper submissions, workshops/symposia, general submissions, instructions, and participating in the program as a paper reviewer, discussant, and / or session chair.

Conference Information:

Joan Winn, Program Co-Chair
Daniels College of Business
University of Denver
Denver, CO 80208
Fax: 303-871-2294
Email: jwinn@du.edu

Workshops & Symposia:

John Wallace, Program Co-Chair
Lewis College of Business
Marshall University
400 Hal Greer Blvd
Huntington, WV 25755
Tel: (304) 696-2680
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Email: wallace@marshall.edu

Competitive Papers:

Abbas Nadim
Management Department
University of New Haven
300 Orange Avenue
West Haven, CT 06516
Tel: (203) 932-7122
Fax: (203) 931-6092
Email: anad@charger.newhaven.edu

SEE YOU IN SAN ANTONIO!

We Salute
Lori Maruso & Laurence Weinzimmer,
authors of the
Distinguished Conceptual Paper

&

Franz Lohrke, Geralyn McClure Franklin,
& Vinay Kothari,
authors of the
Distinguished Empirical paper

1999 SBIDA Conference

Look for their articles in this issue

SBIDA

Small Business Institute
Directors' Association

JSBS will be publishing at least two, perhaps as
many as four, of the best papers from the
2000 USASBE/SBIDA Joint Conference