MN Biz Vision: Asian Kaleidoscope



This monthly E-Magazine is published by the Asian American Business Resilience Network to highlight Asian American small businesses' accomplishments.

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Asian American Business Resilience Network



Envision a new reality that addressing historic inequities, and enhancing culturally/linguistically appropriate ways to thrive through resilience, sustainability, and inclusive growth for all members and the communities where they learn, live, play, and work.



AABRN radically accelerates the pace of change by disrupting the status quo; providing resources, training, and support; building bridges across diverse ecosystems; and bringing together public health and business networks, in order to achieve sustainable growth along with an equitable future.



- Community Engagement and Translation Assistance, especially public health in nature
- · Navigate local, state and national resources
- · Access digital tools in advancing members' wellbeing
- Provide training to retain a healthy workforce
- Provide technical assistance in business operation and IT needs

FEATURED INTERVIEW



HOME SELLERS DAVID YANG

Interviewed By Meejoo Choi

Empowering Communities: David Yang's Mission with Home Sellers

David Yang, a first-generation Hmong American born in a refugee camp in Thailand, has charted a unique path to success through his real estate company, Home Sellers. After earning a degree in Business Administration, David immediately delved into real estate, driven by a desire to achieve financial freedom and master investment strategies. He recognized a significant gap in his cultural background, which traditionally emphasized obtaining a good education, securing stable employment, and working diligently until retirement, but often neglected the importance of financial independence and savvy debt management. Determined to bridge this gap, David has focused on helping others learn and develop skills by sharing his expertise. During the interview, he demonstrated his strong passion for teaching minority communities and the next generation how to manage debt effectively and build wealth, empowering them to break free from conventional financial constraints and achieve true financial freedom. Through Home Sellers, David is not only building a successful business but also fostering a movement toward greater financial literacy and independence for those who have historically been underserved in these areas.

From Investor to Leader

He started his journey as a real estate investor in 2010, buying, flipping, and reselling properties. Seeking to expand his impact, he obtained a real estate license to assist others in buying and selling homes. While working both in real estate investment and as an agent with other brokers, he founded Home Sellers in 2019. Today, Home Sellers boasts 52 real estate agents across Minnesota and Wisconsin, most of whom are

FEATURED INTERVIEW

relatively new to the field with less than five years of experience. What sets Home Sellers apart is its focus on individuals passionate about real estate and entrepreneurship rather than those with extensive experience. The company is dedicated to building up these agents from the ground up, a mission that David takes great pride in.

Cultural Influence on his Business

David's perspective and ambitions were profoundly shaped by his Hmong heritage. Coming from a community deeply rooted in agriculture, with many of his parents' generation working in that sector, he inherited a mindset geared towards hard work, self-reliance, and resourcefulness—qualities essential to both farming and entrepreneurship. Born in a refugee camp in Thailand and later growing up in public housing as a first-generation Hmong American, he experienced firsthand the challenges of economic instability. These experiences fueled his determination to learn about investment systems and achieve financial freedom. More importantly, they inspired his commitment to passing this knowledge on to the next generation, aiming to break the cycle of financial hardship within his community. This cultural and personal background has been a driving force in his career and the mission of his company, Home Sellers.





David Yang's Transition to Entrepreneurship

David began his journey into entrepreneurship with a solid foundation in real estate, having already spent several years in the industry and developed valuable connections and experience. Transitioning to starting his own business, Home Sellers, wasn't a significant leap in terms of connections and knowledge. However, the pivotal change lay in his mindset. Taking on the responsibility of leading and nurturing the growth of his agents and their businesses was totally different from previous experiences. Moreover, he had to build essential processes such as marketing and hiring from scratch, shaping Home Sellers into a dynamic and supportive environment for real estate professionals to thrive.

Overcoming Challenges

The journey was not without its challenges. Establishing Home Sellers as a newer and

FEATURED INTERVIEW

smaller brokerage in a competitive market proved difficult. One major hurdle was making a name and presence for his company. David recognized that his weak point was marketing, particularly in social media. To overcome this, he decided to outsource marketing efforts and hired a marketing agency to help. Networking played a crucial role in this decision, as David firmly believed in the importance of building connections. Through his network, he found a reputable marketing agency that could meet Home Sellers' needs. From 2019 to 2022, Home Sellers had only 18-19 real estate agents. However, after implementing the new marketing strategies, the company doubled in size by 2024. Demonstrating their business approach to other real estate agents significantly contributed to this growth, helping Home Sellers establish a stronger presence in the market.



Consistency and Purpose: Advice for Real Estate Entrepreneurship

For aspiring entrepreneurs venturing into the real estate industry, David Yang offers invaluable advice garnered from his own experiences. Firstly, he emphasizes the paramount importance of consistency. David believes that unwavering dedication and persistence are the true keys to success in this field. By consistently putting in the effort to grow and improve your business, you create opportunities for growth and success. Secondly, David stresses the significance of having a strong and genuine reason for entering the real estate profession. While financial gain may be a motivator, it shouldn't be the sole driving force. Instead, aspiring entrepreneurs should reflect on their deeper motivations and reasons for wanting to pursue a career in real estate. During the inevitable challenges and tough times, having a compelling and meaningful purpose can provide the necessary resilience and perseverance to weather any storm.

Home Sellers is located at 2353 Rice St. Suite 118, Saint Paul, MN 55113. For more information, view their Facebook page at https://www.facebook.com/homesellerinc/

FEATURED ARTICLE



Preface: The Asian American Business Resilience Network has teamed up with Asian Media Access to co-develop the St. Paul Sears Site, we will publicize a series of articles to highlight our progress.

Series of SEARS Redevelopment - Article #5

EXPLORING SEARS ST. PAUL: PROGRESS, ENGAGEMENT, AND DEVELOPMENT VISIONS

Introduction

Welcome to the fifth installment of our series, where we share the working process of the Sears project and explore potential plans for the planning area. In this edition, we highlight key milestones achieved and outline future initiatives that aim to transform the space into a vibrant community hub, sharing the planning area in detail.

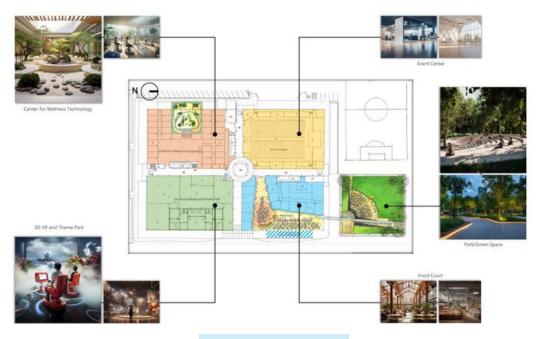
Since August 2023, the lead Master Plan Developers – the Asian American Business Resilience Network and PDI Design – have diligently embraced the predevelopment process for the Sears Building, including creating a comprehensive site plan for the entire area. The team has closely adhered to the framework plan and approval process, ensuring that the Master Plan reflects Capitol Area Architectural and Planning Board (CAAPB)'s principles. This includes supporting the vision for an Urban

FEATURED ARTICLE

Village and Transit-Oriented Development near the LRT station. Our vision incorporates an urban village and transit-oriented development with a multi-modal, tree-lined street design, and establishes a central community green space, all contributing to a vibrant and cohesive neighborhood.

Navigating the Pre-Development Process

The pre-development process, as outlined on page 40 of the Capitol Rice Development Framework, includes four essential steps: pre-application (site development collaboration: ideas, design, and plat concept), concept approval, environmental review, and final approvals. The development team has meticulously followed these steps to ensure comprehensive planning and adherence to regulations. Currently, the plan for the first floor of the Sears building has received approval, but approval for the second floor is still pending. This phased approach allows for a progressive transformation of the Sears building, aligning with the broader vision for the site's development.



Floor 1 design plan

In-person outreach effort: community meeting, events, and survey

Continuously hosting SEARS St. Paul Redevelopment community meetings and events has been a crucial aspect of the project. These in-person community meetings allow the development team to interact with community members, provide updates, gather insights, and host FAQ sessions to address local concerns about the SEARS St. Paul Redevelopment project. So far, three community meetings have been hosted, with plans to hold more to ensure comprehensive community engagement. Additionally, physical activity events have been organized at the site, including the upcoming Asian Street Market on June 8th-9th, and another activity event scheduled around 2nd week of June. These events aim to foster a sense of community and

FEATURED ARTICLE

provide opportunities for residents to engage with the redevelopment process. Additionally, a community survey has also been conducted, with 213 participants so far, sharing their priorities, preferences, and new ideas. Responses will continue to be accepted, so feel free to visit https://searsstpaul.info/ to contribute your input.



Planning Area Insights for Sears St. Paul

The redevelopment of the Sears St. Paul site encompasses several planning areas, each with a distinct vision. For the temporary plan, Planning Area 1 focuses on remodeling the Sears Building into an arts and cultural district centered around education, employment, entertainment, and wellness, featuring an event center, multicultural food court, 3D virtual reality, and immersive theme park, and a center for wellness technology. Planning Area 2 involves temporarily tearing down the Auto Center to construct a sports complex with an outdoor soccer field and structured parking. Planning Area 3 envisions open green spaces and diverse housing options for the temporary mixed-use district with retail on the first floor and various housing options above. Planning Area 4 aims to develop a commercial district around the Sears Building, including retail spaces, offices, and an extended stay hotel. Additionally, the development team might include a largely green space as a temporary passive and tranquil area for gatherings, such as health and wellness programs, classes, family gatherings, outdoor recreational activities, and concerts.

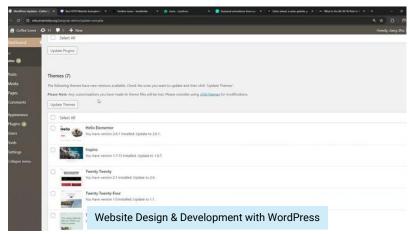




April 17 ~ June 05

ELEVATE HENNEPIN DIGITAL SOLUTION ONLINE WORKSHOP

We hosted a Small Business Digital Solution Workshop beginning on April 17th. This workshop aims to assist small business owners with expert IT training and support in leveraging technology to expand their market share.















May 07~08

2024 ALL OF US NATIONAL FACE2FACE CONFERENCE AT CHICAGO

AABRN's partner - Asian Media Access has presented at the Conference for our effort in mobilizing Asian Americans to support health research.











May 10

MINNESOTA NORTHERN LIGHT

An unusual night that AABRN's partner - Asian Media Access caught the Northern Light at their North Minneapolis office.



May 16~19

MINNESOTA SONGKRAN FESTIVAL











UPDATES











UPDATES















UPDATES











SENIOR DIGITAL INCLUSION RESPOUCES AND TIPS

Asian Media Access has created flyers to promote senior digital inclusion. These flyers provide general information, mobile app suggestions, and resources to assist elders with their day-to-day technology needs.



English Full Version



Spanish Full Version







Hmong Full Version



TECH ESSENTIALS WORKSHOP SERIES SMALL BUSINESS DIGITAL SOLUTION

Take Your Business To The Next Level



John B Yang CEO of Digital Synergy



Ellie Mariyo Founder Ellie Mariyo Media



Ceci Dadisman
President of Cardinal + Company

Webinar will be via Zoom from 6pm to 8pm CST

- 1) 4/17/24 MARKET RESEARCH AND BUILDING A DIGITAL STRATEGY
- 2) 4/24/24 WEBSITE DESIGN & DEVELOPMENT WITH WORDPRESS
- 3) 5/1/24 SEARCH ENGINE OPTIMIZATION FOR GOOGLE AND BING
- 4) 5/8/24 SOCIAL MEDIA MARKETING AND MANAGEMENT
- 5) 5/15/24 ONLINE ADVERTISING AND PAY PER CLICK ON GOOGLE
- 6) 5/22/24 EMAIL MARKETING ESSENTIALS
- 7) 5/29/24 LEVERAGING CHATGPT AND AI TOOLS
- 8) 6/5/24 WEBSITE TRAFFIC ANALYTICS, MEASURING SUCCESS

Register at: https://bit.ly/HCTechEssentials

Contact: info@elevatehennepin.org

Incentive For Eligible Hennepin County Business Owners:

- 1) Reimbursement to cover 75 percent of eligible hardware and software investments, up to \$1,500
- 2) Free WordPress Website Development





ELEVATE HENNEPIN TECH ESSENTIALS COHORTS

Asian American Business Resilience Network in collaboration with Asian Media Access, and Digital Synergy, presents the Hennepin County's Tech Essentials Program. The aim is to empower small businesses and residents in Hennepin County

RESOURCES

by providing expert IT training to help them leverage technology and expand their market share.

Through cohort-based training, entrepreneurs will learn:

- Enhancing entrepreneur ability to adopt and integrate technology into their business;
- Raising awareness of, and identifying technology tools that will enhance business delivery; and
- Training and supporting business owners in evaluating and integrating technology into their business.

The program is funded by Elevate Hennepin and offers four cohorts covering essential IT skills, including Digital Marketing, Web Development, and Social Media Management. The class schedule is listed below:

- Cohort #1: July August., 2023 <u>Digital Marketing</u>
- Cohort #2: Sept. Dec. 2023 Web Development
- Cohort #3: Jan Feb. 2024 Social Media Management
- Cohort #4: April June 2024 <u>Digital Solutions</u>

Participants who complete a cohort will be eligible for a one-time reimbursement of up to \$1,500, covering 75 percent of eligible hardware and software expenses. For example, if a business owner spends \$1,000 on hardware, they would be eligible for a reimbursement of \$750. Terms and Conditions applied. The application is due by June 30th, 2024

Reserve a spot in the Tech Essentials Program today by signing up through the registration link provided by the Asian American Business Resilience Network (bit.ly/HCTechEssentials)





WHAT IS THE MN PROMISE ACT?

The Providing Resources & Opportunity & Maximizing Investments in Striving Entrepreneurs (PROMISE) Act is a new small business revitalization program that will provide grants and loans to disadvantaged businesses located in certain areas of Minneapolis, Saint Paul and greater-Minnesota.

PROMISE ACT - GRANT PROGRAM

Budget

A total of \$86,480,000 million dollars will be awarded to eligible applicants for business repositioning or growth.

Eligible Use

Grant funds can be used for working capital to expenses that occur in the regular course of business such as payroll expenses, rent or mortgage payments, utility bills, equipment other similar expenses.

PROMISE ACT - LOAN PROGRAM

Budget

A total of \$28,080,000 million dollars will be awarded to eligible applicants for approved business projects.

Eligible Use

Eligible project includes but is not limited to construction of buildings, infrastructure, related site amenities, landscaping, and street-scaping. Loans may not be used to refinance or pay off existing debt, pay off delinquent debt, inventory purchases, working capital and employment needs.

LEARN MORE >>

Earn your degree TUITION FREE

That's the NORTH STAR PROMISE



NORTH STAR PROMISE (NSP) SCHOLARSHIP PROGRAM AND EARN YOUR DEGREE FREE

The North Star Promise (NSP) Scholarship program is set to revolutionize higher education in Minnesota, beginning in the fall of 2024. This innovative initiative will provide a tuition and fee-free pathway for eligible Minnesota residents attending participating institutions. As a "last-dollar" program, NSP will cover the remaining costs of tuition and fees after other financial aids like scholarships, grants, stipends, and tuition waivers have been applied. By making college more accessible and affordable, NSP aims to stabilize enrollment at public institutions, drive economic growth by preparing a skilled workforce, and open new educational opportunities for many residents who previously viewed college as unattainable. The program is anticipated to support 15,000-20,000 students in its inaugural year, marking a significant step towards a brighter future for Minnesota.

To qualify for the North Star Promise (NSP) Scholarship program, students must meet specific eligibility criteria. Applicants must be Minnesota residents with a family Adjusted Gross Income (AGI) below \$80,000, as reported on the Free Application for Federal Student Aid (FAFSA) or the Minnesota Dream Act Application. Eligible students must attend a Minnesota public higher education institution or Tribal College and must not be in default on any state or federal student loans. Additionally, they need to be enrolled in at least one credit, maintain Satisfactory Academic Progress (SAP) standards, and should not already possess a baccalaureate degree, including those obtained internationally. Furthermore, students must be enrolled in a program or course of study that leads to a degree, diploma, or certificate.

Eligible institutions for the North Star Promise (NSP) Scholarship program include all Minnesota public higher education institutions and Tribal Colleges. This encompasses all Minnesota State Colleges and Universities, all University of Minnesota campuses, and all Tribal Colleges. Specifically, the program includes Fond du Lac Tribal and Community College, Leech Lake Tribal College, Red Lake Nation College, and White Earth Tribal and Community College. By covering a broad range of institutions, the NSP ensures that students across the state have access to affordable higher education opportunities. Visit the website for more detailed requirements, eligibility, and application process: www.ohe.state.mn.us/northstarpromise. If you have any questions, please contact them at NorthStarPromise.OHE@state.mn.us.



Springboard for the Arts Calendar of Events - Professional Development

- June 1, 2024 10:00 am to 12:30 pm Work of Art: Recordkeeping Art of the Lakes
- June 1, 2024 1:30 pm to 4:00 pm Work of Art: Promotions Art of the Lakes
- June 4, 2024 1:00 pm to 4:00 pm Art-Train Individual Artist Training
- June 5, 2024 2:00 pm to 3:30 pm Creative Change Coalition, Community of Practice: Vision & Strategy: Artists in Advocacy
- June 7, 2024 12:00 pm to 4:00 pm Special Topics: Contract Review Clinic
- June 8, 2024 10:00 am to 12:30 pm Work of Art: Promotions Madison Art and Innovation Center
- June 11, 2024 6:00 pm to 8:30 pm Work of Art: Engaging Customers & Selling Your Work
- July 16, 2024 1:00 pm to 3:00 pm Art-Train Individual Artist Training
- July 23, 2024 1:00 pm to 3:00 pm Art-Train Agency/Organization Training
- August 6, 2024 1:00 pm to 3:00 pm Art-Train Individual Artist Training

Learn more and register at: https://springboardforthearts.org/events/

Tax Tips from the IRS



- Here's what taxpayers need to know about business related travel deductions
- Companies who promise to eliminate tax debt sometimes leave taxpayers high and dry
- Get an Identity Protection PIN.
- Tax Resources for Members of the Military



JUNE

3

9am~1030am

Volunteering Management in a Nonprofit Organization

Business Webinar

LEARN MORE >>

JUNE

7

12pm~1pm

Acing the Application Process for Accelerators with Jules Walker

Business Webinar

LEARN MORE >>

JUNE

11

12pm~1pm

The One-Page Business Plan

Business Webinar

LEARN MORE >>

JUNE

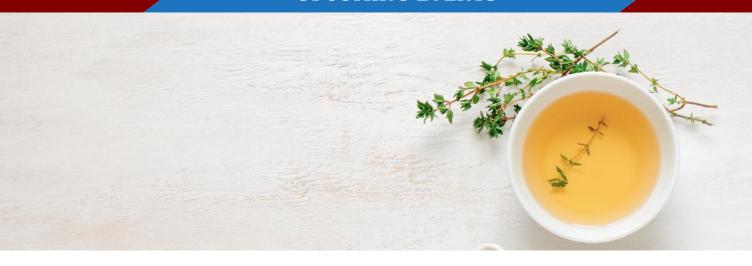
12

11am~12pm

Customer Journey Mapping for Marketing Success

Business Webinar

LEARN MORE >>



JUNE

14

2pm~3pm

Demystifying Pitch Best Practices with Manan Mehta

Business Webinar

LEARN MORE >>

JUNE 1

11am~12pm

Driving Engagement: The Role of Strategic Brand Decisions

Business Webinar

LEARN MORE >>

JUNE

26

11am~130pm

2024 ESG Bootcamp

Business Webinar

LEARN MORE >>

JUNE

27

12pm~1pm

Connecting with the Right Investor with Brian Hollins

Business Webinar

LEARN MORE >>



Visit Our Website for More Upcoming Events

OFFICIAL WEBSITE >>

2\$24MNCUP SEMIFINALIST RECEPTION Wednesday, June 5th

2024 MN CUP SEMIFINALIST RECEPTION

MN Cup invites you to its Semifinalist Reception on Wednesday, June 5th at <u>Hanson Hall</u> at the University of Minnesota (West Bank). The Semifinalist Reception is an opportunity to recognize the advancing companies and ideas in this year's competition, hear them present a live pitch, and engage with the entire MN Cup community including:

- Semifinalists
- Mentors
- Members of the division review boards
- Past MN Cup finalists and winners
- Successful entrepreneurs and business executives
- · Partners of the MN Cup and other notable individuals
- Founders and organizers of the MN Cup

The event will begin with an information session for semifinalists only, followed by networking and company pitches. A complete agenda is below.

AGENDA:

4:30 PM Event Registration Begins

5:00 PM Reception Kickoff (Hanson Hall)

5:30 PM Semifinalist Pitches

6:00 PM Semifinalist Pitches

6:30 PM Semifinalist Pitches

7:00 PM Event Concludes

LEARN MORE >>

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Partnering with





Asian American Business Resilience Network