

QUICK INDEX

BACON CONSULTING	30
BANNER BANK	32
BEATTY, DONNA L.	14
BIC (<i>Spokane Area Business Information Center</i>).....	44
CHECKLIST, STARTUP	8
COVER, BACK—A STARTUP SUCCESS STORY	68
COVER, FRONT—ERD 2003.....	1
DEDICATION	3
DIRECTORY INFORMATION—ERD 2004.....	66
EDC (<i>Spokane Area Economic Development Council</i>)	48
EFGN (<i>Entrepreneurs Forum of the Great Northwest</i>)	46
GONZAGA UNIVERSITY GRADUATE SCHOOL OF BUSINESS	4
HOGAN ENTREPRENEURIAL LEADERSHIP PROGRAM, THE.....	17
INDEX, QUICK.....	11
INNOVATION ECONOMY STUDY	51
INTEC.....	52
INTRODUCTION, LETTER OF	6
LCD PROJECTOR RENTAL	38
LIBERTY LAKE SPLASH	43
LIBERTY LAKE, CITY OF	24
LUKINS & ANNIS	16
MERI (<i>Mother Earth Resource Industries</i>).....	12
MORGAN LEIGH GROUP, THE	28
NEW VENTURE LAB, THE	56
NWBDA (<i>Northwest Business Development Association</i>)	34
OXFORD SUITES.....	37
PAINÉ HAMBLÉN COFFIN BROOKE & MILLER	15
SIRTI (<i>Spokane Intercollegiate Research & Technology Institute</i>).....	40
SPOKANE, CITY OF—OFFICE OF ECONOMIC DEVELOPMENT.....	23
SPONSORS, LIST OF	2
SPOTLIGHT, STARTUP—GENPRIME	64
TABLE OF CONTENTS	7
TECHNET.....	27
UIRP (<i>University of Idaho Research Park</i>)	67
WASHINGTON TECHNOLOGY CENTER	59
WHITWORTH SCHOOL OF GLOBAL COMMERCE & MANAGEMENT— PROGRAM FOR ENTREPRENEURSHIP & SMALL BUSINESS STUDIES	18



MOTHER EARTH RESOURCE INDUSTRIES LLC (MERI)

Your product and partnership pipe into and out of the FAR EAST

Use our substantial network of relationships in both the GOVERNMENT and PRIVATE SECTOR to become globally competitive.

- Access the second largest and fastest growing MARKET.
- Take advantage of the world's FACTORY.
- Take your product from CONCEPT to FULFILLMENT within weeks.

Our staff has proven expertise in marketing, product and business development, sourcing, strategic partnering, expediting, importing and exporting.

LOCATIONS

MERI has staff and offices to serve you in ...

Spokane, Washington, USA

**Xiamen, Fujian Province,
PR China**

CONTACT INFO

Terry Chambers
(509) 999-2282

James Lynch
(509) 999-2051

www.meri.cc/english/about.htm

SPOKANE / COEUR D’ALENE

ENTREPRENEURS RESOURCE LISTINGS

SERVICE PROVIDERS, ORGANIZATIONS, INDIVIDUALS, COMPANIES, MENTORS, ADVISERS AND OTHER RESOURCES AVAILABLE IN OUR METROPOLITAN AREA TO ASSIST ENTREPRENEURS, STARTUP COMPANIES AND SMALL BUSINESSES TO START, GROW AND SUCCEED

ACCOUNTING SERVICES

(see also Business Valuation, Financial Analysis)

In addition to accounting, bookkeeping and tax preparation services, accountants often serve as highly valuable advisors in the areas of finance and strategy

Clark Anderson McNelis & Co PA	460 W Canfield Ave, Ste 100 Coeur d’Alene ID 83815 (208) 772-6460
Cone & Company PC	316 W Boone, Ste 670 Spokane WA 99201 (509) 444-1800
Crump, Shelley -- Financial Advisor	24115 E Broadway Liberty Lake WA 99019 (509) 891-8104
Dale Damron Accounting	3411 E 23rd Ave Spokane WA 99223 (509) 535-1444
Dragstedt Business Services	P.O. Box 1502 Hayden ID 83835 (208) 666-1185
Fieves & Associates PS CPAs	202 E Trent, Ste 202 Spokane WA 99202 (509) 456-0898
Fruci & Associates PS CPAs	218 N Bernard St Spokane WA 99201 (509) 624-9223
Jenks, Elaine M. CPA PS	4484 N Webster St Coeur d’Alene ID 83815 (208) 676-8015
Johnson, Daniel R. CPA PS	222 W Mission, Ste 30 Spokane WA 99201 (509) 326-1040
Lyon, Kathie CPA	1121 N Argonne, Ste 109 Spokane WA 99212 (509) 893-0251
Magnuson McHugh & Co PA	1121 N Mullan Ave Coeur d’Alene ID 83814 (208) 765-9500
Niccum & Associates PS	5503 N Wall, Ste C Spokane WA 99205 (509) 324-3313

AD AGENCIES

(see also Consultants – Marketing, Graphic Design)

Ad agencies can deliver on the full range of marketing services including branding, advertising, design, website development, public relations and more

BHW1	19 W Pacific Ave Spokane WA 99201 (509) 456-8640
Hanna & Associates	1100 E Lakeshore Dr, Ste 201 Coeur d’Alene ID 83814 (208) 667-2428
Kludt Hosmer	216 W Pacific, Ste 201 Spokane WA 99201 (509) 456-5576
MDI Marketing	1618 W Dean Spokane WA 99201 (509) 624-9659
Robideaux! Marketing and Design	1325 W First Ave, Ste 306 Spokane WA 99201 (509) 838-1036
WhiteRunkle	518 W Riverside Spokane WA 99201 (509) 747-6767

A Brief Note on the Listings

Listed names, addresses and phone numbers are furnished as a community service by the Entrepreneurs Resource Directory. The listings were assembled through a combination of direct company requests, indirect referrals, careful research and publicly available information. Although extensive efforts were involved, the directory ultimately can provide no guarantee that the information listed is correct or up to date. The inclusion of a particular individual, company or organization does not, in any form, constitute an endorsement of their services nor an assurance of their quality by the directory. Please use caution, common sense and appropriate research in selecting all service providers.

ANGEL INVESTOR ASSOCIATIONS*(see also Venture Capital Funds)**Angel investor associations are non-profit organizations dedicated to selectively connecting private investors with promising Inland Northwest opportunities*

Delta Angel Group

15016 E Bella Vista | Veradale WA 99037 | (509) 979-5308

ATTORNEYS — Business & Corporate*(see also Attorneys - Patent & Securities)**Beyond the essentials such as legal structure, partnership agreements and capital formation, corporate attorneys are indispensable advisers for critical financial, legal and strategic matters***Beatty, Donna L.**

421 W Riverside, Ste 170 | Spokane WA 99201 | (509) 928-7414

For more information, please see our advertisement on page 14

Brock Carpenter & McGuire

221 N Wall St, Ste 424 | Spokane WA 99201 | (509) 622-4707

Cadagan, Dan J

505 W Riverside, Ste 500 | Spokane WA 99201 | (509) 744-3440

Dellwo Roberts & Scanlon PS

1124 W Riverside, Ste 310 | Spokane WA 99201 | (509) 624-4291

Drummond & Ashenbrenner PS

140 S Arthur St, Ste 600 | Spokane WA 99202 | (509) 535-2400

Etter McMahon Lamberson & Clary PC

421 W Riverside, Ste 1600 | Spokane WA 99201 | (509) 747-9100

Evans Craven & Lackie

818 W Riverside, Ste 250 | Spokane WA 99201 | (509) 455-5200
1424 Sherman Ave, Ste 300 | Coeur d'Alene ID 83814 | (208) 667-8276

Foster Pepper & Shefelman PLLC

422 W Riverside, Ste 1310 | Spokane WA 99201 | (509) 777-1600

Goss Hipperson & Sampson

1201 N Ash St | Spokane WA 99201 | (509) 327-1545

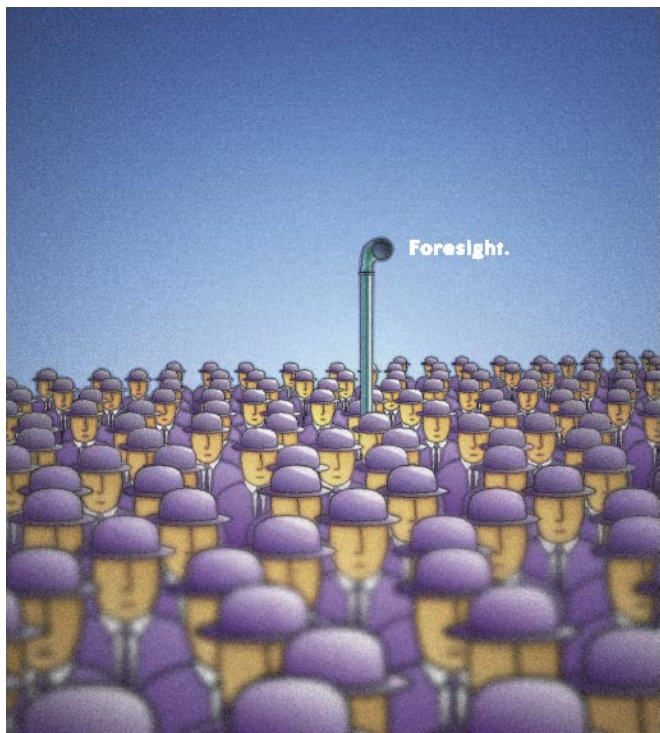
Cont'd →

Donna L. Beatty

Attorney at Law*A personalized law practice emphasizing*

- Contracts, Agreements, Wills & Directives
- Land Use & Property
- E-Commerce & Technology
- Employment Issues

Paulsen Center421 W Riverside, Suite 710
Spokane WA 99201**(509) 928-7414**Fax (509) 623-1650
dlbeatty@att.net



**An Enduring Tradition
In The Northwest**

**PH
CB
&M** Paine
Hamblen
Coffin
Brooke &
Miller LLP

**Offering Legal Counsel
Since 1893**

**Spokane
Spokane Valley
Tri-Cities
Coeur d'Alene**

1-888-455-6222

www.painehamblen.com

Huppin Ewing Anderson & Paul PS 221 N Wall St, Ste 500 | Spokane WA 99201 | (509) 838-4261
2101 Lakewood Dr, Ste 236 | Coeur d'Alene ID 83814 | (208) 667-7990

Layman Layman & McKinley 601 S Division St | Spokane WA 99202 | (509) 444-8282
409 Coeur d'Alene Ave | Coeur d'Alene ID 83814 | (208) 667-4655

Lukins & Annis, P.S. Spokane Office | 717 W Sprague Ave, Suite 1600 | Spokane WA 99201 | (509) 455-9555
Moses Lake Office | 1405 South Pioneer Way | Moses Lake WA 98837 | (509) 765-9555
Coeur d'Alene Office | 250 Northwest Blvd, Suite 102 | Coeur d'Alene ID 83814 | (208) 667-0517

For more information, please see our advertisement on page 16

McLaughlin, Dennis & Associates PS 601 W Main, Ste 1015 | Spokane WA 99201 | (509) 624-3525

Paine Hamblen Coffin Brooke & Miller LLP 717 W Sprague Ave, Ste 1200 | Spokane WA 99201 | (509) 455-6000
Spokane Valley Office | 12209 E Mission Ave, Suite 5 | Spokane WA 99206 | (509) 777-1087
North Idaho Office | 701 Front Ave, Suite 101 | Coeur d'Alene ID 83816 | (208) 664-8115
Tri-Cities Office | 7025 West Grandridge Blvd, Suite A | Kennewick WA 99336 | (509) 735-1542

For more information, please see our advertisement on page 16

Perkins Coie LLP 221 N Wall St, Ste 600 | Spokane WA 99201 | (509) 624-2212

Stamper Rubens Stocker & Smith PS 720 W Boone, Ste 200 | Spokane WA 99201 | (509) 326-4800

Topliff, James F PS 421 W Riverside, Ste 960 | Spokane WA 99201 | (509) 624-9219

Trunkenbolz Rohr Driskell PLLC 12704 E Nora | Spokane WA 99216 | (509) 928-4100

Winston & Cashatt 601 W Riverside, Ste 1900 | Spokane WA 99201 | (509) 838-6131
250 Northwest Blvd, Ste 107A | Coeur d'Alene ID 83814 | (208) 667-2103

ATTORNEYS — Patent*(see also Attorneys - Business & Securities)**Patent attorneys are the chief enablers of intellectual property for startup companies, facilitating expert access to patent, trademark and copyright protection*

Feltman Gebhardt Greer & Zeimantz	421 W Riverside Ave, Ste 1400 Spokane WA 99201 (509) 838-6800
Powers, David L. JD LLM	P.O. Box 30040 Spokane WA 99223 (509) 448-5253
Preston Gates & Ellis LLP	601 W Riverside, Ste 1400 Spokane WA 99201 (509) 624-2100 1200 Ironwood Dr, Ste 315 Coeur d'Alene ID 83814 (208) 667-1839
Wells St John PS	601 W 1st Ave, Ste 1300 Spokane WA 99201 (509) 624-4276

ATTORNEYS — Securities*(see also Attorneys - Business & Patent)**An absolute prerequisite to discussions with potential investors or the distribution of any materials whatsoever to potential investors is the involvement of an experienced securities attorney*

Lukins & Annis, P.S.	Spokane Office 717 W Sprague Ave, Suite 1600 Spokane WA 99201 (509) 455-9555 <i>For more information, please see our advertisement on page 16</i>
Paine Hamblen Coffin Brooke & Miller LLP	717 W Sprague Ave, Ste 1200 Spokane WA 99201 (509) 455-6000 <i>For more information, please see our advertisement on page 15</i>
Randall & Danskin PS	601 W Riverside Ave, Ste 1500 Spokane WA 99201 (509) 747-2052
Witherspoon Kelley Davenport & Toole PS	422 W Riverside, Ste 1100 Spokane WA 99201 (509) 624-5265 608 Northwest Blvd, Ste 401 Coeur d'Alene ID 83814 (208) 667-4000
Workland Witherspoon	601 W Main Ave, Ste 714 Spokane WA 99201 (509) 455-9077

LA

LUKINS & ANNIS, P.S.
ATTORNEYS AT LAW

**"Lukins & Annis,
we have absolute
confidence in them."**

- Fritz Wolff

THE WOLFF COMPANIES
COMMERCIAL REAL ESTATE DEVELOPERS AND MANAGERS



Standing L to R: Jesse Wolff, Peter Wolff Seated L to R: Tim Wolff, Alvin J. "Fritz" Wolff, Fritz H. Wolff

**Business, Commercial, Employment,
Environmental, Tax, Class Action,
Estate Planning & Probate, Litigation,
Municipal, Real Estate & Land Use**

**Spokane (509) 455-9555
Moses Lake (509) 765-9555
Coeur d'Alene (208) 667-0517
visit us online at www.lukins.com**

THE *Hogan* ENTREPRENEURIAL LEADERSHIP PROGRAM



DEVELOPING LEADERS FOR THE COMMON GOOD

A four-year undergraduate Concentration
in entrepreneurship, designed for any
academic major, and distinguished by:

- Outstanding students (90th percentile)
- Rigorous curriculum in new venture creation
- Immersion in entrepreneurial contexts
- Ethical leadership and commitment to the common good

A VALUABLE RESOURCE FOR ENTREPRENEURSHIP, LEADERSHIP, AND SERVICE
IN THE INLAND NORTH-WEST. OUR STUDENTS WELCOME THE OPPORTUNITY
TO PARTNER WITH YOU THROUGH INTERNSHIPS, MENTORSHIPS, BUSINESS
PLANNING, AND RESEARCH PROJECTS.



**GONZAGA
UNIVERSITY**

For more information contact:

Hogan Entrepreneurial Leadership Program

Gonzaga University

Spokane, WA 99258-0009

Phone: 509.323.3405

Fax: 509.323.5811

Email: hogan@jepson.gonzaga.edu

www.gonzagaentrepreneur.com



WHITWORTH
AN EDUCATION OF MIND AND HEART

SCHOOL of
GLOBAL COMMERCE
and MANAGEMENT

PROGRAM for
ENTREPRENEURSHIP
and SMALL BUSINESS STUDIES

Funding provided by the Herbert B. Jones Foundation

The Whitworth College School of Global Commerce and Management is pleased to announce our new Program for Entrepreneurship & Small



Business Studies. The overarching intent of this exciting program is to provide a firm foundation for successful entrepreneurship among students, business owners and aspiring entrepreneurs.

Our program serves as a catalyst to expose students to the potential that exists through entrepreneurship and to enable students to experience firsthand the realities of entrepreneurship by means of:

- (1) Job shadowing, internships and mentoring opportunities linking students to Spokane-area entrepreneurs
- (2) An on-campus speaker series of entrepreneurs and small-business professionals from throughout the region
- (3) An advisory board that constantly focuses the program on the present needs of the business community
- (4) Focused curricula for entrepreneurship and small-business development

- Venue for Collaboration
- Connect Academics and Business

- Regional Economic Development
- Entrepreneurship Small Business Studies Major / Minor (in development)

- Networking

- Leadership in Entrepreneurship Education



WHITWORTH

AN EDUCATION OF MIND AND HEART

School of Global Commerce and Management

Kyle B. Usrey, Dean

Program for Entrepreneurship and Small Business Studies

Elizabeth Peterson, Director

300 West Hawthorne Road
Mailstop 2704
Spokane, WA 99251

Phone: (509) 777-3242
Fax: (509) 777-3723
E-Mail: entrep@whitworth.edu

BOOKSTORES — Business

There are exceptional books and detailed guidance in printed form available to entrepreneurs in virtually all facets of launching a new company

Auntie's Bookstore	402 W Main Ave Spokane WA 99201 (509) 838-0206
Barnes and Noble	4790 N Division St Spokane WA 99207 (509) 482-4235 15310 E Indiana Ave Veradale WA 99037 (509) 922-4104
Clarke & Stone Book Company	204 N Division Spokane WA 99202 (509) 838-0607
North Idaho College Bookstore	1000 W Garden Ave Coeur d'Alene ID 83814 (208) 769-3364
Hastings	1704 W Wellesley Spokane WA 99205 (509) 327-6008 7304 N Division Spokane WA 99208 (509) 483-2154 15321 E Sprague Ave Veradale WA 99037 (509) 924-0667
Northwest Map & Travel Book Center	525 W Sprague Spokane WA 99201 (509) 455-6981

BUSINESS PLAN DEVELOPMENT*(see also Consultants—Strategy)*

The involvement of a skilled professional is often the most effective approach to developing an articulate and well-structured business plan detailing how the company plans to succeed

Bacon Consulting	3510 S Jefferson Dr Spokane WA 99203 (509) 953-3468 <i>For more information, please see our advertisement on page 30</i>
Morgan Leigh Group, The	1421 N Meadowwood Ln, Ste 160 Liberty Lake WA 99019 (509) 242-2700 <i>For more information, please see our advertisement on page 28</i>
Stearns Communications	5982 Harcourt Dr Coeur d'Alene ID 83815 (208) 664-3973

BUSINESS SCHOOLS — Entrepreneurship Programs

Entrepreneurship programs at our area schools are some of the most significant assets possessed by our region, developing entrepreneurially-minded graduates and working closely with local startups

EWU College of Business & Public Administration	668 N Riverpoint Blvd Spokane WA 99002 (509) 358-2200 OFFICIAL SPONSOR of the SPOKANE / COEUR D'ALENE ENTREPRENEURS RESOURCE DIRECTORY
Hogan Entrepreneurial Leadership Program, The	Gonzaga University Spokane WA 99258 (509) 323-3405 <i>For more information, please see our advertisement on page 17</i>
UI Center for Business Development & Entrepreneurship	Mail Drop 3161 Moscow ID 83844 (208) 885-6611
WSU Center for Entrepreneurial Studies	P.O. Box 644851 Pullman WA 99164 (509) 335-5051 OFFICIAL SPONSOR of the SPOKANE / COEUR D'ALENE ENTREPRENEURS RESOURCE DIRECTORY
WHITWORTH School of Global Commerce & Management – Program for Entrepreneurship & Small Business Studies	300 W Hawthorne Rd, MS 2704 Spokane WA 99251 (509) 777-3242 <i>For more information, please see our advertisement on page 18</i>

BUSINESS SCHOOLS — Graduate Programs

MBA and other graduate business degrees from a recognized university allow aspiring entrepreneurs to become well-grounded in business fundamentals

Eastern Washington University College of Business & Public Administration	316 Kingston Hall Cheney WA 99004 (509) 359-4656
EWU Spokane (Riverpoint Campus)	668 N Riverpoint Blvd Spokane WA 99202 (509) 358-2200