

Immigrant Entrepreneurs Summit (IES)
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The 11th Annual National
Immigrant Entrepreneurs Summit

FFA Enrichment Center • DMACC, Ankeny Campus

IES REMEMBERED



A Letter from IES Planning Team



Dear IES Sponsors, Supporters, Participants, Volunteers, IES Board and IES Planning Team,

In light of this holiday season, I write to all of you with much thankful spirit...We just concluded the 11th Annual Summit and now we may reflect how it went. While recapping the event, all the sorts of happenings race through our minds. It is important to take both the good and bad to make sure to know what we should continue to do and areas needing refinement. But, most importantly, take this time to give your body and mind a good break before working on 2019 IES!

We concluded 2018 IES with much optimism of how the event is growing and expanding into different parts of the country and drawing more and more geographically diverse crowds than ever before. With that, we have a strong sense of responsibility and increasing commitment to the business community and people and to our community and beyond.

We have said this before, but IES is truly redefining the conversation about the role and impact of first generation immigrants in this country by creating a trusted space for public discourse and building meaningful connections that bolsters opportunities for immigrant entrepreneurs. IES plants the seed of philanthropy into new entrepreneurs' minds, nurtures the promise and pursuit of the American Dream. Above all, IES bonds us all, immigrants and non-immigrants; business owners or employees; and makes all of us part of one unified society. With this vision and mission and a ground full of positive reactions from the grassroots to all levels of government, we can say, "We have a calling!"

We are going forward. IES is making an impact reflecting what immigrants do day in and day out for the economy in this country. For example, what IES has done for the state of Iowa is astonishing. What IES has done for its participants is far more important than just becoming an entrepreneur. They are the future of this great country. The data we have updated are not estimates. They are facts, collected by working with the business owners from IES. During the first ten years of IES, 1,323 new companies were formed in Iowa by IES attendees – at minimum of \$467,022,693.12 was generated in total sales and net income of \$19,197,846.47 was added into the national gross domestic product growth.

I personally want to express my gratitude to you all and what you have done for IES this year. Please know, I will always work hard to meet all your expectations for me each and every year going forward. I want to remind you, IES can never be a one-person mission and it was never meant to be. Instead, it takes a village, a community, and a nation. I thank God for his plan of weaving our lives together and for allowing us to see to it together – the exciting possibilities of IES.

With sincerest gratitude,

Ying Sa
Co-Chair of IES



ASIA

Bangladesh	China	Japan	Malaysia
Philippines	South Korea	Singapore	Taiwan
Turkey	Vietnam		

AFRICA

Chad	Congo	Ghana	Kenya
Democratic Republic of the Congo		Nigeria	Togo
Liberia	Niger		
Uganda	Zimbabwe		

AMERICA

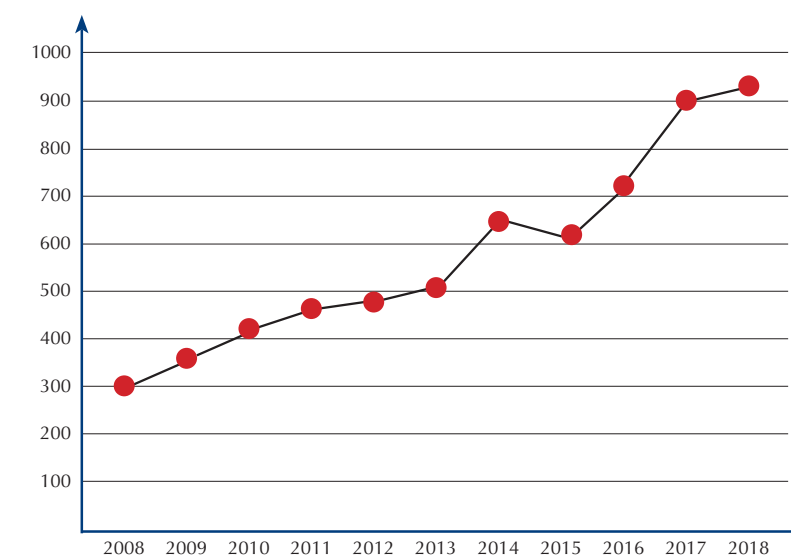
Canada	Colombia	Costa Rica	Cuba
Ecuador	El Salvador	Mexico	Peru
Uruguay	USA		

EUROPE

Bosnia	France	Germany
Herzegovina	Russia	

939 registrants from **35** countries

IES PARTICIPANTS FROM 2008 TO 2018



It is such a pleasure to not only to be the title sponsor, but to get to participate in this event each year! Once again in 2018, this event reaffirms the importance of proactively supporting our immigrant entrepreneurs in Iowa! We truly appreciate IES spotlighting the talent and passion of our immigrants in Iowa!

– Marta A. Codina
Regional Bank President
Des Moines & Western Iowa Retail
Wells Fargo

U.S. Bank is proud to be a sponsor since inception over 11 years ago. We know there is enormous potential among the diverse populations already settled in communities in Iowa and across the country. Entrepreneurship is an important tool for individuals and families to grow assets and build a better more secure future. Efforts to invest in Entrepreneurship are also investment in the next generation and in our local communities. The business case for education, networking, and continued support for IES is both COMPELLING and INSPIRING! Get Involved!

– Mike Helak, Market President
U.S. Bank



From left:
Robbie Cabral, Neil MacNaughton,
Rowena Crosbie, and Esaie Toinger

I have discovered the Immigrant Entrepreneurs Summit (IES) in 2016, I took it in my heart and see it as the regulus which shines in my life and help me find ways for the new ideas. I do not only see the IES as the brightest light for immigrants in the USA but also as the brightest regulus constituted by four stars which inspires immigrants like me to make impact in the life of hopeless people in the world. This is one of the reasons I brought more than 20 people with 10 different nationalities to experience the event of 2018 so they can inspire others too. I am proud to say that the IES inspired me and I see myself in the position to create few jobs which will hire hundreds of people in Africa.

– Esaie Toingar, Award Honoree

If you are an aspiring immigrant entrepreneur, this conference has been prepared especially for you. More than 100 businesses are launched following this summit every year, largely because of the educational, business support and networking opportunities provided. If you serve new and growing businesses, sponsoring this conference should be at the top of your list. If you work in government or the not-for-profit world, you will find heartwarming evidence of your life's mission. If you believe businesses are central to the growth of a healthy community, you'll glimpse an inspiring future. The IES has grown every year due to its committed leadership, its passion for serving the needs of immigrant entrepreneurs and its ability to connect people. A highlight of the conference is the awards ceremony in the middle of the day that is a celebration of success and emotional examples of overcoming obstacles. Des Moines has many reasons to be proud and the IES may be the best kept secret of them all.

– Rowena Crosbie, Award Honoree

The Immigrant Entrepreneurs Summit (IES) has been one of the most highlighted events of my current journey! This is entrepreneurship at its best and to be part of it for two years in a row, it's a blessing. From the opening ceremony by Lt. Governor Adam Gregg to the workshop sessions by some of the top local business mentors including the awards luncheon which I had the chance to be honored as the 2018 Outstanding Immigrant Business Award, in part of the perseverance of my invention, BenjiLock, alongside other inspirational stories which on top of that receiving the heartwarming message from Gov. Kim Reynolds, IES as a whole is doing so much for the state of Iowa and beyond, that words couldn't describe.

I'm glad, honored and humbled to be an inspiration to other entrepreneurs and with the vision of IES we will make sure that it transcends all around the nation because once you're part of the IES family, there's no way out, and yes, I do mean it! It's the best one-stop place for partnerships, business opportunities, networking, but most importantly, friendships that last for life. Thank you IES!

– Robbie Cabral, Award Honoree

2018 IES Award Honorees

Immigrant Entrepreneurs Leadership Award
Esaie Toinger

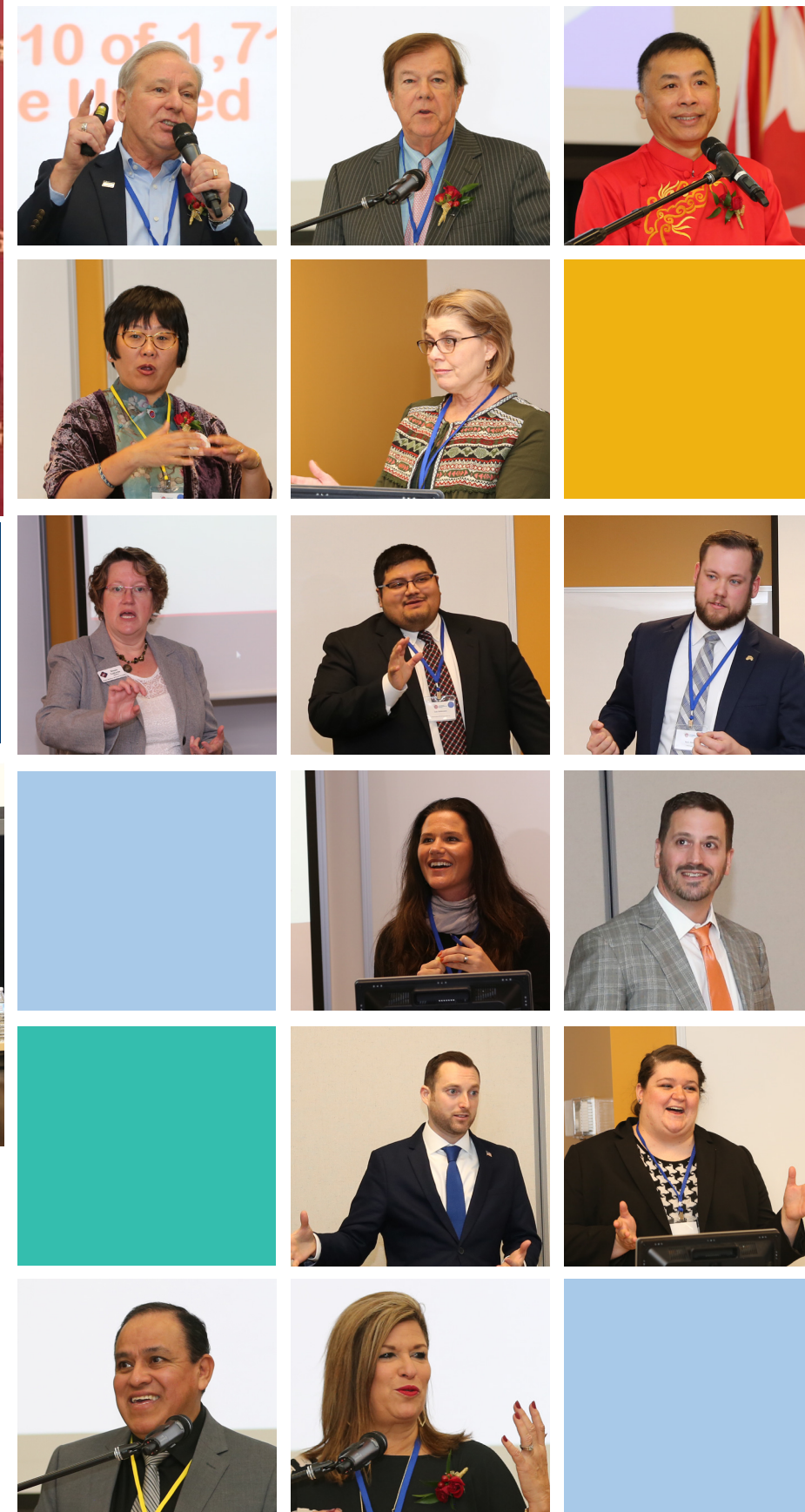
Outstanding Immigrant Business Award
Robbie Cabral

Karen Evans Immigrant Champion Award
Neil MacNaughton

Immigrant Spirit Award
Rowena Crosbie



Many thanks to our speakers!



IES Underwriting Exposed is back to give back!



The Immigrant Entrepreneurs Summit was a great opportunity to not only show my business to other entrepreneurs but to open doors making connections with the people there. Many people there were kind and welcoming to offer help in whatever way they could. There was so much learned by hearing others business ideas and goals. I was glad to bring along my family so they can watch what we immigrants can do when the odds aren't in our favor. My siblings won't forget those learning moments and can take that with them as they grow up to be Americans. I'm most thankful for being invited to share our business to a group of immigrant entrepreneurs, being with them all I could feel the same energy I carry.

– Kavir Ramos
Tortilla Factor in Iowa City
2018 Underwriting Exposed Winner

As a first year presenter, I did not know what to really expect, however I was very pleased to see how eager, and how engaging everyone was. Throughout my presentation I had many people willing to give their input, experiences, and questions regarding the material. Without a doubt IES, brings forth a diverse and thrilling set of high spirited entrepreneurs. I was also very pleased with the ease of tools provided by IES to make my class a success and be able to present my class with comfort. IES invaluable makes me hope for a better tomorrow for our immigrant entrepreneurs, as successful business owners.

– Luis Ordenana-Choez
Community CPA

I thought the Immigrant Entrepreneur Summit 2018 offers great opportunities to refugees and immigrants to explore their potential in starting businesses of their own as we all know that this population is increasingly playing a important role in the United States economy. I also think their businesses have also help revitalizing neighborhoods that one time were neglected in the Des Moines area. The Refugee and Immigrant businesses are in a truly sense of creating more jobs and complementing their clients for their services which their counterpart may not been able to offer.

– Vinh Nguyen
ELL Community Outreach Program
Supervisor, Des Moines Public Schools

Photography by Tina Zhang

We look through the eyes of many

WELLS FARGO



Recognizing and promoting diversity means having an appreciation for difference. At Wells Fargo, we welcome and value the insights and perspectives drawn from unique life experiences. It is those distinctive viewpoints that provide us with the fresh thinking we need to help all our customers reach their financial goals.

We are proud to be part of Immigrant Entrepreneurs Summit.

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