

OFC INNOVATION & ENTREPRENEURSHIP

ELEVENTH ANNUAL BUSINESS PLAN COMPETITION FOR HISTORICALLY BLACK COLLEGES AND UNIVERSITIES

**APRIL 14-17, 2011
ATLANTA, GEORGIA**



2011

Host: Fayetteville State University

Sponsored by
Opportunity Funding Corporation

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OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

ELEVENTH ANNUAL BUSINESS PLAN COMPETITION

WELCOME



Ret. Lt. Gen. Arthur Gregg **William Clement** *Jesse Hill*
Chairman Emeritus, OFC **Chairman, OFC** *Chairman Emeritus, OFC*

Welcome to the Eleventh Annual OFC Innovation & Entrepreneurship Business Plan Competition for Historically Black Colleges and Universities (HBCUs), April 14-17, 2011 at the Westin Peachtree Plaza Hotel, Atlanta, Georgia.

The Opportunity Funding Corporation sponsors the OFC Innovation & Entrepreneurship Annual Business Plan Competition, Innovation & Entrepreneurship Development Seminar, and the National Policy Forum on Innovation & Minority Entrepreneurship Education. Other sponsors include, Sam's Club, Syndicated Communications, Inc., OfficeMax, UPS, Wal-Mart, Raytheon, SAIC, The Hershey Company, State Farm Insurance, ONR-NAVY, ADP, BB&T, Georgia Pacific, Northrop Grumman, Westin Peachtree Plaza Hotel, Walt Disney Parks and Resorts, Adecco, Georgia Power, ConAgra foods, and more.

The OFC and the participating HBCUs/institutions are indebted to Dr. Mohammad Bhuiyan, Founding Director of the OFC Innovation & Entrepreneurship Program for his support and outstanding leadership. We would also like to thank Mr. William Clement for his leadership in serving as the chairman of the OFC Innovation & Entrepreneurship Committee. We further extend our thanks to Chancellor Dr. James Anderson, Provost Dr. Jon Young, Dean Dr. Assad Tavakoli, and others of the 2011 host institution Fayetteville State University.

To ensure a quality competition, judges are selected not only for their skills and experience in evaluating business plans for new ventures, but also because they are outstanding role models for the students.

Our distinguished 2011 speakers include Brian Cornell (President & CEO, Sam's Club), Dave West (President & CEO, The Hershey Company), Doug Conant (President & CEO, Campbell Soup Company), Mike Eskew (Chairman & CEO (Ret.), UPS), Debra Lee (Chairman and CEO, BET), Chris Williams (Chairman & CEO, Williams Capital Group), Erroll Davis (Chancellor, University System of Georgia), Leonard Schlesinger (President, Babson College), and Michael Coles (Chairman & President, Global Onboard Partners).

The Governors of the Opportunity Funding Corporation

William Clement, Chairman
William Cox, Vice Chairman

Governors:

Jesse Hill, Jr., Chairman Emeritus *Lt. Gen. Arthur J. Gregg, Retired, Chairman Emeritus* *John Butler*
Thomas Dortch, Jr. *Eric Guicard* *Sharon Pratt* *Herbert Wilkins, Sr.* *Wesley Williams*

ADVISORY COUNCIL FOR OFC INNOVATION & ENTREPRENEURSHIP PROGRAM

CO-CHAIR

Ms. Benita Fortner
DSD, Raytheon Company

CO-CHAIR

Ms. Sharon Orlopp
Chief Diversity Officer & Senior VP, Wal-Mart Stores, Inc.

MEMBERS

Ms. Lois Cooper, Vice President, Adecco

Mr. Curley Dossman, Jr., President, Georgia-Pacific Foundation

Mr. Richard Holmes, Senior VP, Corporate Affairs, Georgia Power

Dr. Anita Jackson, President & CEO, Greater Carolina Ear, Nose & Throat

Dr. Anthony Junior, Director, HBCU/MI Program Office, U.S. Department of the Navy

Ms. Vicki Marks, Marketing Director, UPS Capital

Mr. Carey Mason, Division VP/GM, National Accounts SE National Service Center, ADP

Mr. Babak Nouri, Vice President, SAIC

Ms. Sharon Orlopp, Chief Diversity Officer and Senior Vice President, Wal-Mart

Ms. Tracey Pinson, Director, OSDBU, Army

Ms. Gloria Pualani, Corporate Director, Northrop Grumman

Ms. Brenda Ross-Dulan, President, Southern Region, Wells Fargo

Ms. Jana Schmidt, Senior Vice President, Harland Clarke

Mr. Harry Staley, Chairman & CEO, Anna D. Foods

Ex-Officio:

Dr. Mohammad Bhuiyan, National Director, OFC-I&E / Endowed Professor of Entrepreneurship, FSU

12TH ANNUAL EVENT WILL BE HELD ON

APRIL 19-22, 2012

WESTIN PEACHTREE PLAZA HOTEL, ATLANTA, GA

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

April 14-17, 2011

CONFERENCE LEADERSHIP TEAM

Overall Coordination: Shamima Amin

Welcome: Brian Faison
Facilitator: Dia Hunter
Logistics: Danya Harper
Scoring: Sheree Johnson
**Audio Visual: Dr. Raktim Sen
Hazel Andrews**
**Technology: David Matthews
Brian Mosley**
Video: Prashant Kollipara
Photography: William Marshall

FAYETTEVILLE STATE UNIVERSITY

Dr. Pamela Jackson (Faculty Leader)

Ms. Tammy Frutchey (Staff)

Student Volunteer Leadership Team

Jermaine Coble	Christopher Darden	Taquita Gary	Verna Ghee
Amber Gray	Chadwick Grimes	Chasady Harris	Barbara Henry
Melissa E. Irvine	Nicholas Lewis	David Mathews	Courtney Miesch
Brian Mosley	Scott Shefton	Carlos Swan	Miranda Taylor
Clayton Watts	Trent Whitfield	Christopher William, Jr	

CAU Student Volunteer Leadership Team

Emmanuel Austin	Marquise Brown	Eros Davis
Tamiya Jackson	Tiffany Pringle	Stephen Thomas
Jessica Tucker	Stephon Tynes	

GUEST OBSERVERS: LOCAL HIGH SCHOOLS

Southwest DeKalb High School	Southside High School	North Atlanta High School
Mays High School	Douglass High School	Washington High School

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

BUSINESS PLAN COMPETITION

Westin Peachtree Plaza Hotel, Atlanta, GA

April 14-17, 2011

Schedule of Events

DAY 1

Atlanta Ballroom (7th Floor)

Thursday, April 14

- 10:00 AM Director and Volunteer Leadership Team Arrive (7th Floor)
- 11:00 AM – 6:00 PM Arrival of Teams/Governors/Judges/Deans/Advisors/Sponsors/Guests
- 11:00 AM – 6:00 PM Registration: Atlanta Foyer (7th Floor)
Ask for: "Sun Dial Tour of Atlanta from the Top"
- 12:00 PM – 1:00 PM OFC Board Luncheon: Board Room (6th Floor)
- 1:00 PM – 4:00 PM OFC Board Meeting: Board Room (6th Floor)
- 3:30 PM – 5:00 PM Equipment Check for Student Teams (15 Minutes Limit)
Track 1: Atlanta Ballroom E+F
Track 2: Atlanta Ballroom G
Track 3: Atlanta Ballroom D
- 5:45 PM - 6:20 PM **Mandatory Students Only Briefing: Peachtree Ballroom (8th Floor)**
- 6:30 PM - 7:30 PM Reception for All: Peachtree Ballroom (8th Floor)
Sponsored by: SYNCOM, UPS, ONR- NAVY, The Hershey Company,
State Farm Insurance, Raytheon, and SAIC.
- *****Announcements*****
- 7:30 PM - 10:00 PM **Dinner: Restaurant Based on Your Selection**
Use Your Dinner Coupon and Have Dinner at Your Own Time
(No Program: Free Evening)
- 10:30 PM - 10:45 PM **Mandatory Volunteer Leaders Briefing: Ballroom A&B**

DAY 2

Friday, April 15

- 6:30 AM** Volunteer Leadership Team Arrives at Atlanta A&B (7th Floor)
- 7:00 AM – 8:20 AM** Breakfast: Atlanta Ballroom C (No Student Please)
(Presidents, Deans, Advisors, Judges, Governors, and Sponsors)
- 7:00 AM – 8:20 AM** Breakfast: Vinings and Augusta (Students and Recruiters Only)
**Breakfast for all Students who are not with Recruiters:
Vinings-I (6th Floor)**
- 7:00 AM – 8:20 AM** **Recruiter’s Breakfast: Augusta (7th Floor)**

Sam's Club/Wal-Mart and Selected Students - Augusta III

The Hershey Company and Selected Students - Augusta II

BB&T and Selected Students: Augusta I

ADP and Selected Students: Augusta I

ConAgra Foods and Selected Students: Augusta I

Owens Corning and Selected Students: Vinings II

Bentley University and Selected Students: Vinings- II
- 8:20: AM** **All Presidents, Deans & Advisors Proceed to Atlanta
Ballroom A&B**
- 8:30 AM – 9:45 AM** Innovation & Entrepreneurship Seminar: Atlanta Ballroom A&B
- 8:30 AM** Exhibit Booths Open (will remain open until Saturday 5:00 PM)
- 8:30 AM – 9:45 AM** Equipment check for Student Teams (15 Minutes Limit)

Track 1: Atlanta Ballroom E+F

Track 2: Atlanta Ballroom G

Track 3: Atlanta Ballroom D
- 8:30AM – 9:30 AM** **Judges and Team Registration: Atlanta Foyer**
- Friday, April 15** **General Briefing: Atlanta Ballroom E+F**
- 10:00 AM** General Briefing (Required for All)

Lt. Gen. Arthur Gregg (Ret.), Chairman OFC
Dr. Bill Cox, OFC Governor

10:20 AM	Competition Begins
Friday, April 15	Track 1: Atlanta Ballroom E+F
10:20 AM	Morgan State University
11:00 AM	Jackson State University
11:40 AM	Alabama A&M University
11:30 AM – 1:00 PM	Lunch: Augusta I, II, & III (7th Floor) and Vinings (6th Floor)
1:20 PM	Judges and Students Report Back
1:30 PM	Florida A&M University
2:00 PM – 5:00 PM	Job Interviews (Based on Requests): Sam's Club / Wal-Mart - Rooms 1401, 1402, and 1403 (14th Floor) Hershey's: Board Room (6th Floor) BB&T: International B (6th Floor) ADP: International D (6th Floor) ConAgra: International E (6th Floor) All Others - TBA
2:10 PM	University of West Indies
2:50 PM	Fayetteville State University
3:30 PM	Ice Cream Break (Atlanta Foyer - 7th Floor)
3:50 PM	Delaware State University
4:30 PM	Judges Deliberate
Friday, April 15	Track 2: Atlanta Ballroom G
10:20 AM	Southern University
11:00 AM	University of The District of Columbia
11:40 AM	Clark Atlanta University
11:30 AM – 1:00 PM	Lunch: Augusta I, II, & III and Vinings
1:20 PM	Judges and Students Report Back
1:30 PM	North Carolina Central University
2:00 PM – 5:00 PM	Job Interviews (Based on Requests): Sam's Club / Wal-Mart - Rooms 1401, 1402, and 1403 (14th Floor) Hershey's: Board Room (6th Floor) BB&T: International B (6th Floor) ADP: International D (6th Floor) ConAgra: International E (6th Floor) All Others - TBA
2:10 PM	Hampton University
2:50 PM	Prairie View A&M University

3:30 PM	Ice Cream Break (Atlanta Foyer - 7th Floor)
3:50 PM	Tennessee State University
4:30 PM	Judges Deliberate
Friday, April 15	Track 3: Atlanta Ballroom D
10:20 AM	Winston-Salem State University
11:00 AM	Xavier University
11:40 AM	Alcorn State University
11:30 AM – 1:00 PM	Lunch: Augusta I, II, &III and Vinings
1:20 PM	Judges and Students Report Back
1:30 PM	Savannah State University
2:00 PM – 5:00 PM	Job Interviews (Based on Requests): Sam's Club / Wal-Mart - Rooms 1401, 1402, and 1403 (14th Floor) Hershey's: Board Room (6th Floor) BB&T: International B (6th Floor) ADP: International D (6th Floor) ConAgra: International E (6th Floor) All Others - TBA
2:10 PM	Clafin University
2:50 PM	Lincoln University of Missouri
3:30 PM	Ice Cream Break (Atlanta Foyer - 7th Floor)
3:50 PM	Albany State University
4:30 PM	Judges Deliberate
5:30 PM	TRIP TO OFF SITE DINNER LOCATION All must board buses at 5:30 PM (Sharp) from Back Entrance - 4th Floor - Valet parking Area Dinner Location: Georgia Freight Room (Near Underground Atlanta)
6:15 PM	Reception: Hosted by Sam's Club/Wal-Mart
7:30 PM	Dinner: Hosted by Sam's Club/Wal-Mart Announcement of 6 First Round Winners Live Entertainment
9:45 PM	Buses Depart for Westin Hotel
10:30 PM	Mandatory Volunteer Leaders Briefing: Ballroom A&B

DAY 3

Saturday, April 16

- 6:45 AM** Volunteer Leadership Team Arrives at Atlanta A&B (7th Floor)
- 7:00 AM – 5:30 PM** Registration: Atlanta Foyer (7th Floor)
- 5:30 PM** Registration will move to Peachtree Ballroom Foyer (8th Floor)
- 7:00 AM – 8:20 AM** Breakfast: Atlanta Ballroom C (No Student Please)
(Deans, Advisors, Judges, Governors, Sponsors, and others)
- 7:00 AM – 8:20 AM** Breakfast: Augusta III (Students Only)
- 7:00 AM – 8:20 AM** "Power Breakfast for Women Only"
Augusta-1& II (All Women Participants only)
- 7:00 AM – 8:20 AM** Presidential Breakfast: Atlanta Ballroom D
- 8:20: AM** All Presidents, Deans & Advisors to Atlanta Ballroom A&B
- 8:30 AM** Innovation & Entrepreneurship Seminar: Atlanta Ballroom A&B

Saturday, April 16

- 8:45 AM** All Judges and Students Move to Feedback Rooms
- 9:00 AM – 11:00 AM** First Round Teams: Feedback from Judges (See the Schedule at the
Registration Desk)
- Track 1: International Room H (6th Floor)
- Track 2: International Room G (6th Floor)
- Track 3: International Room F (6th Floor)
- Each Team (& the Advisor) Gets 15 Minutes with Their Judges

Saturday, April 16 Final Round Business Plan Competition: E+F+G

- 8:30 AM** Finalist Teams and Final Round Judges Register: Atlanta Foyer
- 9:10 AM** General Briefing (Final Round Judges and Finalists must attend)
Mr. Ike Harris, Chief Judge
- 9:30 AM** Final Round Begins: Atlanta Ballroom E+F+G
- 9:30 AM** Second Place Winner from Track 1
- 10:00 AM – 4:00 PM** Scheduled for Interviews for Selected Students (List at Reg. Desk)

10:00 AM – 11:00 AM : Students Meet Role Models: Vinings I & II (6th Floor)

10:10 AM Second Place Winner from Track 2

10:50 AM Second Place Winner from Track 3

**11:30 AM ALL PRESIDENTS, CHANCELLORS, JUDGES, SPONSORS, DEANS,
AND ADVISORS PLEASE PROCEED TO BALLROOM C&D -
ATLANTA FOYER (7TH FLOOR) FOR VIP LUNCHEON**

11:30 AM VIP Luncheon: - Ballroom A&B

Keynote Speaker: Mike Eskew, Chairman & CEO, UPS (Ret.)

11:30 AM Lunch: Augusta I, II, & III (Students only)

1:00 PM First Place Winner from Track 1 or 11 or III

1:35 PM Everyone except Students Proceed to Plaza Ballroom (10th Floor)

1:45 PM National Policy Forum Participants Take Designated Seats

**1:55 PM Introduction & Moderation: Dr. Mohammad Bhuiyan, OFC I&E/FSU
Greetings: Mr. William Clement, Chairman, OFC
Greetings: Dr. James Anderson, Chancellor, Host University**

**2:00 PM PART-I: Graduation and Retention: Innovative & Entrepreneurial Way
Introduction of Subject: Dr. Beverly Tatum, President, Spelman College
Keynote Speakers:**

**Introduction of Speaker: Ms. Sharon Pratt, President, OFC
Mr. Erroll Davis, Chancellor, University System of Georgia
Introduction of Keynote Speaker: William Clement, OFC
Dr. Leonard Schlesinger, President Babson College**

2:30 PM Open Discussion by All

**3:00 PM PART-II: CEO Forum on Innovation & Minority Entrepreneurship
Introduction of Subject: Dr. Mohammad Bhuiyan, OFC I&E/FSU
Keynote Speakers:**

**Introduction of Speaker: Mohammad Bhuiyan, OFC-I&E/FSU
Mr. Dave West, President & CEO, The Hershey Company
Introduction of Keynote Speaker: William Clement, OFC
Mr. Doug Conant, President & CEO, Campbell Soup Company**

3:30 PM Open Discussion by All

**Participants:
HBCU Presidents & Chancellors
Corporate CEOs and Senior Executives
Foundations Executives
Top Ranking Military & Government Representatives
Successful Entrepreneurs
Invited Presenters and Guests**

**Deans and Faculty Advisors
Other Invited Guest**

2:00 PM – 4:00 PM Interviews for Selected Students (List at Reg. Desk)

2:00 PM First Place Winner from Track 1 or 11 or III

2:40 PM First Place Winner from Track 1 or 11 or III

3:25 PM Ice Cream Break: Atlanta Foyer (7th Floor)

3:40 PM Further Questioning of Finalists (if necessary)

Judges Deliberate

Saturday, April 16 Awards Dinner: Peachtree Ballroom (8th Floor)

**6:15 PM – 7:15 PM Reception: Peachtree Ballroom (8th Floor)
Hosted By: Syndicated Communications, Inc.**

**7:30 PM Awards Banquet: Peachtree Ballroom (8th Floor)
Hosted By: UPS and The Hershey Company**

DAY 4

Sunday, April 17

7:00 AM Volunteer Leadership Team Arrives at Atlanta A&B (7th Floor)

7:00 – 8:20 AM Breakfast: Atlanta Ballroom C (Deans and Advisors only)

7:00 – 8:20 AM Breakfast: Augusta (for all)

7:00 – 8:20 AM Presidential Breakfast: Atlanta Ballroom D

8:20: AM All Deans and Advisors Proceed to Atlanta Ballroom A&B

8:20: AM All Students Must Proceed to Atlanta Ballroom E+F+G

Sunday, April 17 Atlanta Ballroom A&B

8:30 AM Feedback Session: Deans and Faculty Advisors

Sunday, April 18⁷ ATLANTA Ballroom E+F+G

**8:45 AM Networking and Feedback Session for all Students
Moderator: Shamima Amin
Panel:
All interested Presidents, Chancellors, Judges, Entrepreneurs, Corporate Executives, and others**

10:30 AM Program Ends and Participants Depart

2011 OFC Innovation & Entrepreneurship Distinguished Judges

MICHAEL ADAMS

Michael D. Adams serves as the Southeast Region Tax Manager for UPS in Atlanta. With over 35 years of UPS experience in the areas of Finance, Accounting, Real Estate, and Operations, Adams is responsible for managing aspects of tax responsibility including incentives, compliance, local tax filings, audits, and effective tax management. His territory spans nine states along the eastern seaboard and the District of Columbia. The states include Delaware, Maryland, Virginia, North Carolina, Tennessee, South Carolina, Georgia, Alabama, and Florida. The Southeast Region has over 60,000 employees. Adams began his career with UPS in 1973 in Cleveland, Ohio. He went on to hold positions of increasing responsibility working in Ohio, California, and Georgia. Adams currently serves on the board of the Fellowship of Hope Foundation. He is a member of 100 Black men and is an eight-year member of the Black Executive Exchange Program (BEEP). He served as a Youth Pastor and Assistant Pastor of churches in California and currently serves in Atlanta. Adams directed the Southeast Region's United Way Campaign with over \$8 million to the 2008-09 campaign.

Mike holds a Bachelor of Science Degree in Accounting, Management, and Business Administration from David Myers College. He holds a Master of Tax from Washington Institute of Graduate Studies. Adams is a graduate of Sacramento Bible College (Stockton) with a M.S. and Ph.D in Theology and Christian Education.

MICHAEL BAILEY

Michael J. Bailey started his career in the foodservice business as a trainee chef at the age of 16. He joined Peter Merchant at the European headquarters of Ford Motor Company. Peter Merchant later merged with John Gardner Ltd. to form Gardner Merchant. After the merger, Mike continued to progress through the organizational structure as foodservice director, district manager, regional director and ultimately joined the board of directors in 1982. In 1985, Mike moved to the US assuming the role of President of Gardner Merchant's US based contract foodservice business. By 1991, he and his team had achieved revenue growth of \$210 million; taking the US business from \$40 - \$250 million. Mike joined Compass Group PLC in 1993 as Development Director. He was a key member of the team that led the buyout of US based Canteen Corporation in 1994. In June of that year, Mike was appointed President of Compass Group N.A. and elected to the group board of Compass Group PLC. By 1999, under his leadership, the US business had grown from \$1 billion annual sales to over \$3 billion. These results in addition to his extensive experience paved the way to his promotion to CEO of Compass Group PLC in July 1999. Mike held the CEO position for 7-years taking early retirement in June 2006. During his tenure, the group's annual revenues generated by operations in more than 90 countries grew from \$10 billion to \$22 billion making Compass Group PLC the clear world market leader in the contract foodservice industry. In April 2008, Mike co-founded TrustHouse Services Group. He is a graduate of Southend Culinary School and Westminster University.

JOHN P BILBREY

John P. Bilbrey is Executive Vice President and Chief Operating Officer for The Hershey Company. In this position, he is responsible for the execution of Hershey's Global business strategies and operations. Prior to his current position, Bilbrey was Senior Vice President, President Hershey North America and before that, President Hershey International, where he was responsible for directing the company's international businesses and the execution of its global strategy. Bilbrey joined The Hershey Company in 2003 from Mission Foods, where he served as Senior Vice President. Before joining Mission Foods, he was President and Chief Executive Officer, Danone Waters of North America, Inc., a division of Groupe Danone, Paris, France. In this position, he was responsible for all operations of Groupe Danone's North American water division. Additionally, he spent 22 years at The Procter & Gamble Company where he began his career as a Sales Representative. He served in positions of increasing responsibility in both the U.S. Domestic business as well as International assignments. He has broad international experience and has lived and worked in the Middle East, North Africa and Asia. Bilbrey serves on the board of directors of McCormick & Company (MKC). Bilbrey is also a member of the Business Advisory Council of the College of Business Administration at Kansas State University and the Industry Affairs Council of the Grocery Manufacturers Association. He received his bachelor's of science degree, with a major in psychology, from Kansas State University. He and his wife have three sons and one daughter.

ELLIOTT BRANCH

Elliott B. Branch is the Executive Director of Acquisition & Logistics Management, Office of the Assistant Secretary of the Navy (RD&A). Prior to that, he was the Executive Director of Contracts, Naval Sea Systems Command (NAVSEA). He is a member of the Senior Executive Service (SES). Before returning to NAVSEA, Mr. Branch's most recent positions have been in the private sector, where he specialized in acquisition and project management education, training and consulting for the federal workforce and its associated contractors. Prior to that, he served as the Chief Procurement Officer for the Government of the District of Columbia. Before joining the District government, Mr. Branch held various positions in the SES with the Department of the Navy (DON). In 1993, he became a member of the SES as the Director, Shipbuilding Contracts Division, at NAVSEA. He next served as Executive Director, Acquisition and Business Management for DON. He also served as Project Executive Officer, Acquisition Related Business Systems.

Mr. Branch graduated with a Bachelor of Science Degree in Economics from the University of Pennsylvania and completed the Executive Program at the University of Virginia, Colgate-Darden School. He has received the Navy Distinguished Civilian Service Medal, the David Packard Excellence in Acquisition Award, the Presidential Rank Award for Meritorious Executive, and the Vice Presidential Hammer Award for Reinventing Government.

Harry W. Brooks, Jr. Maj. Gen. US Army (Retired)

Harry W. Brooks, Jr. was born in Indianapolis, Indiana. At the age of 19, young Harry Jr. enlisted in the United States Army as a private. This started a distinguished career that would span over 29 years. In 1974, he was promoted to Major General and started his last Army assignment as the Commanding General, 25th Infantry Division, in Hawaii. During his military service, General Brooks would receive many awards and decorations. After his retirement from the Army in 1976, General Brooks joined Amfac, Inc., of Hawaii where he rose to the position of Executive Vice President. In 1984, General Brooks and his colleagues started Advanced Consumer Marketing Corporation, which generated over \$250 million in revenues over the next nine years. The company won the "1999 Department of Commerce Minority Business Enterprise of the Year," and the "1990 Black Enterprise Company of the Year." He is the recipient of the Kiwanis International Award, the AACP Meritorious Service and Freedom Awards. He was awarded the Sagamore of the Wabash, Indiana's highest civilian award. His bust is on permanent display at the World War Memorial in Indianapolis.

Eugene Campbell

Eugene Campbell is the Vice President of Community Relations and Minority Business Development for Walt Disney World Resort. Campbell oversees all aspects of Walt Disney World Resort's charitable contributions, supplier diversity initiatives and overall efforts to develop mutually beneficial relationships with minority businesses and associations. Under his leadership in 2009, Disney contributed nearly \$30 million in cash and in-kind support and over 250,000 hours of volunteer service to local organizations in central Florida. Campbell joined Disney in 1999 as Senior Manager in the Alliance Development organization. Eugene is active in leadership roles outside of Disney with various community and professional organizations such as National Black MBA Association (Immediate Past President) and serves as a member of the Board of Directors for the Disney Entrepreneur Center, Community Foundation of Central Florida, Florida A&M University College of Law Board of Visitors and Association of Latino Professionals in Finance & Accounting Corporate Advisors.

Eugene, a native of New York City, holds a Master of Science degree in International Business and Marketing from the Lally School of Management & Technology at Rensselaer Polytechnic Institute and a Bachelor of Science degree in Aerospace Engineering from Polytechnic Institute of New York University.

BILL CLARK

Bill is the Vice President of People for Sam's Club Field where he is responsible for the Human Resources Department, including more than 100,000 associates nationwide. Prior to his current role, Bill was Vice President of Talent Management in Sam's Club with responsibility for Compensation, Recruiting and Training & Development. Bill joined Wal-Mart Stores, Inc. in 2002. His expertise and ability to motivate others has been instrumental in his career path, including associate relations, performance management, training & development and recruiting.

Prior to joining Wal-Mart Stores, Inc., Mr. Clark spent time with Williams Communications in Tulsa, OK focused on training and development. Bill has extensive higher education experience in career resources at Rogers State University in Claremore, OK and was an adjunct faculty member at both Rogers State University in Claremore, OK and Northwest Arkansas Community College in Bentonville, AR.

Bill is highly involved in Students in Free Enterprise (SIFE) and is a board member of the AR chapter of Junior Achievement. He believes in success through helping others. Bill graduated with both Master's and Bachelor's degrees from Northeastern State University in OK.

GLORIA JEAN DAVIS

Gloria Jean Davis became the Chairman, President and Chief Executive Officer of Unibar Services, Inc. in 1999. Unibar Services Inc. is a Utility Support Service and Meter Reading company. Its corporate office is in Ann Arbor, Michigan and is presently doing business in 17 states. With \$55 Million in sales the firm boasts such distinguished clients as Duke Energy, Center Point, PEPCO and Entergy. Mrs. Davis has over 30 years of extensive management and administrative work in both the private and government sectors. Over the years, Financial Planning, Labor Relations, Bid and Proposal Preparation have all been part of her job duties. Her firm is listed at number 7 among the top 10 woman owned businesses in the State of Michigan. Ms. Davis received her Bachelor of Science Degree from Southern University, Baton Rouge, Louisiana and graduate credits from Louisiana State University, New Orleans, Louisiana and Harvard University, Cambridge, Massachusetts.

STANLEY FLEMING

Stanley Fleming, Sr. is the Director of the Multicultural Business Development Group, State Farm Insurance Company. His role is looking holistically at the organization and how we can deepen our relationships in the multicultural markets. Stanley began his career as a State Farm Agent in Des Moines, IA 1985. He was promoted and moved through several leadership roles in the Central Regional Executive Office in Lincoln, NE. Stanley moved to State Farm Corporate Headquarters in 1998; where he created an Alliance between State Farm and Fortis Health Insurance Company, now known as Assurant. Stanley serves on his local Urban League Board. He is the Membership Chairman for the 100 Black Men of Central IL Chapter. He is a member of the National Black MBA Association. Stanley holds a Bachelor's Degree in Political Science / Government from the University of Missouri, Kansas City. He attended Kellogg Graduate School of Management and Insead Graduate School in Fontainebleau, France.

BENITA FORTNER

Benita Fortner is the Director of Supplier Diversity for Raytheon Company. She assumed that position in September of 2000 after serving as the Socioeconomic Program Manager for Raytheon Systems Company. Prior to that she served as the Corporate Liaison Officer and manager of Socioeconomic Programs for Hughes Electronics Corporation. Ms. Fortner currently serves as one of three co-chairs of TRIAD (an aerospace and defense industry group focused on small, minority, women veteran and hub zone issues) and was recently appointed as Chair of the Advisory Board for Minority Business Executive Programs at the Tuck School of Business at Dartmouth. She chairs the board of directors for Diversity Information Resources and serves on the boards of the National Minority Supplier Development Council, the New England Minority Supplier Development Councils, the Women's Business Enterprise National Council, the Business Consortium Fund and the National Center for American Indian Enterprise Development. She is a past chair of the National Minority Supplier Development Council's Chair Person's Committee, the Southern California Regional Purchasing Council, and past Executive Committee Member of NMSDC. She has participated in a myriad of supplier diversity and development conferences and seminars from planning and facilitating to speaking and conducting workshops. In her previous position as procurement manager at Hughes Aircraft Company, she was instrumental in significantly increasing the number of corporate agreements awarded to minority suppliers, implementing supplier customer feedback sessions, second tier alliances, and electronic data interchange as a corporate agreement purchasing vehicle. She has also served as an Advisory Board Member to Yo-San University (School of Traditional Chinese Medicine). Ms. Fortner holds a B.S.L. and Jurist Doctors Degree from Golden West University.

HAYES FOUNTAIN

Hayes Fountain is the Vice President of Strategic Technology Outreach for Turner Broadcasting, Inc. Fountain is responsible for developing individual relationships and institutional programs that will make Turner's Technology, Strategy and Operations group, TS&O, the employer of choice for top tier technical, engineering, and operations professionals. Previously, Fountain was Vice President of Traffic and Media Operations for Network Operations, Turner Entertainment Group. In that capacity, Hayes was responsible for the operational support of all Entertainment's Domestic and International networks. Hayes has been instrumental in the development and implementation of our new Traffic System, Crossroad, which is responsible for over 3 billion dollars in annual ad revenue. Earlier in his career, Fountain was with Black Entertainment Television (BET) where he was the Vice President, Broadcast Operations. He was responsible for all matters associated with the daily distribution of the on air signals of BET's east coast, west coast, BET Jazz, BET Hip Hop and BET Gospels networks.. Prior to his VP role he served as Director Information and Media Technologies. He served as overall lead of the development of BET's Affiliate Information Management System that had the ability to track over 75 million affiliates with over 2500 Multiple Systems Operators (MSO's). Before joining BET, Hayes was a Naval Officer stationed in Washington, DC where his area of expertise was in the nuclear engineering field. During his fifteen years of service, Hayes managed projects across a diverse range of applications.

Hayes Fountain is a 1989 graduate of Hampton University and was the first Hampton University graduate to successfully complete the naval nuclear engineering program. Hayes has also received an executive Leadership Certificate from UCLA in 2007 and a Master's in Business Management from Troy State University in 1997 and has graduated twice from the Navy Nuclear Power School in Orlando, Florida.

ARTHUR GREGG, LT. GEN. US ARMY (RETIRED)

Retired Lieutenant General Art Gregg has more than 40 years of professional experience, having held senior level command and staff positions in the military and several executive positions in industry. His record of performance demonstrates his ability to lead organizations to success, including new businesses and turn-around situations. As a result of his extensive experience, he is well known in the military services and the business community. General Gregg retired from active management in July 1996 but continues an active schedule as a member of several corporate and academic boards. He is the Honorary Colonel Emeritus of the Quartermaster Regiment, helping to inspire its members through a better understanding of its history and heritage. General Gregg is a Governor and Vice Chair of the Board of the Opportunity Funding Corporation. Art Gregg received his BS from Saint Benedict College, graduating summa cum laude. He has completed graduate level courses at the Army War College and at the Command and General Staff College and completed the Executive Program in National Security at Harvard University's John F. Kennedy School of Government.

ISAIAH (IKE) HARRIS, JR.

Isaiah "Ike" Harris is the Chairman of the Board of CIGNA. Previously he was the President of BellSouth's Advertising and Publishing Group. He was also responsible for BellSouth Shanghai Center, Ltd., which provides telecommunications services in Shanghai, China. Prior to his direct role overseeing advertising and publishing, Harris served as President-BellSouth Enterprises, President of BellSouth Consumer Services, Corporate VP of Finance and CFO of BellSouth Telecommunication. He is also co-chairman of BellSouth's Diversity Council. Mr. Harris previously held the position of Vice President and Corporate Controller of SUPERVALU, INC., a Minneapolis-based food wholesaler and retailer with \$17 billion in revenues, 13 years with KPMG Peat Marwick, and spent eight years as a professional football player with the then St. Louis Cardinals and the New Orleans Saints. Mr. Harris' current professional affiliations include board membership at Deluxe Corporation, Cigna Corporation, Henry W. Grady Foundation and the Iowa State University Foundation Board of Governors. Mr. Harris currently serves as the chairman of the Minority Entrepreneurship Education, Inc. board, a non-profit which facilitates the entrepreneurship curriculum in Historically Black Colleges and Universities. He is also a member of the American Institute of Certified Public Accountants and the Minnesota Society of CPAs.

A native of West Memphis, Arkansas, Mr. Harris holds a Bachelor of Science degree from Iowa State University and is a Certified Public Accountant. He has also completed the University of Minnesota Executive MBA program.

BRIG. GEN. STAYCE HARRIS

Brig. Gen. Stayce D. Harris is the Mobilization Reserve Assistant to the Commander, US Africa Command based in the Command's liaison office in the Pentagon, Washington, DC. She provides policy representation on behalf of the command and the Joint Chiefs of Staff (JCS) and contributes to the development of U.S. national security policies by the JCS and development of U.S. international policy in the formulation of international military plans and policies of U.S. Africa Command. She is involved in the development of U.S. Africa Command's positions and policies on all issues related to the African continent, in response to Secretary of Defense and JCS taskings. General Harris received a commission in the Air Force through the University of Southern California's Reserve Officer Training Corps program. She holds a Bachelor of Science Degree in Industrial Engineering from USC and a Master of Aviation Management from Embry-Riddle Aeronautical University. She served on active duty until joining the Air Force Reserve in 1991. She has commanded an airlift squadron, an expeditionary operations group and an air refueling wing. In her civilian occupation, she is a commercial airline pilot flying routes to Asia and the Middle East.

STEVE HIGHTOWER

In 1984 Steve Hightower started Hightowers Petroleum Co. (HPC) in 1984 as a licensed Motor Fuel Dealer. With foresight and continuing innovation, HPC developed a "Virtual Market Place" throughout the United States with the ability to provide gasoline, diesel, biodiesel, ethanol, lubricants, oils and greases nationally. HPC's customer base includes Ford Motor Company, Duke Energy, General Motors Corporation, Austin Railroad, Waste Management, Broward County- Florida, The Kroger Company, UPS, AK Steel Corporation, Ryder Corporation, Grand Victoria Casino & Resort, Progress Energy, Mashuda Corporation, Raven Transport, The State of Ohio, Greater Dayton RTA, Honda/TRC and many others. Steve has remained active in the international community since 1984, primarily in Nigeria. HPC maintains relationships with most of the major oil companies in the U.S. Steve has been a member of The Corporate Council on Africa, National Petroleum Council, an appointment by the Secretary of Energy, Corporate Round Table Member for NBCSL (National Black Caucus of State Legislators), SIGMA (The Society of Independent Gasoline Marketers Association), AABE (American Association of Blacks in Energy), Governor appointed Board Member for the State of Ohio Petroleum Underground Storage Tank Release Compensation Board, Board Member of Wright State Universities-University College, and many other organizations. Steve received numerous awards including NMSDC "Supplier of the Year Regional Award Winner - Class IV" (2011), 2011 Member Deloitte Cincinnati USA 100 (2011), Dayton Business Journal "Minority Owned Business of the Year" Winner and "Executive of the Year" Finalist (2009), SCOMSDC "MBE of the Year - Class IV" (2009), Inc. 500/5000 "The Fastest Growing Private U.S. Company" (2009), Best of Black Business Awards "Best Energy Company" (2009), AABE Entrepreneur of the Year (2009), Edison Electric Institute Supplier Diversity Initiative (2009), Deloitte Cincinnati USA "Rising Star" Award (2007), Cincinnati Regional Chamber Minority Business of the Year Winner "Small Business Excellence Award" (2006).

VICKI MARKS

Vicki Marks is currently the Marketing Director, Diversity for UPS Capital, the financial services subsidiary of UPS. In this capacity, Ms. Marks has a strategic focus on women and minority business owners. In 2007, she received a leadership award from the Center for Women's Business Research for her vision for and support of the ground breaking 3 year project "Accelerating the Growth of Businesses Owned by Women of Color". Ms. Marks has over twenty-five years of marketing experience with major corporations in both the manufacturing and service sectors. Her career at UPS began in 1996 when she joined UPS Supply Chain Solutions' new marketing team, and over the past thirteen years with UPS she has held a variety of marketing positions in Atlanta. In 2006, UPS honored Ms. Marks as a "Women of Distinction" for her leadership of a record-breaking UPS-SCS employee United Way campaign. Highly involved in her community, Ms. Marks has served on the Fulton County Advisory Board of United Way, The Atlanta Committee for CARE, the National Black Arts Festival's marketing subcommittee, and participates in the National Urban League's Black Executive Exchange Program (BEEP).

Ms. Marks has an undergraduate degree from Dartmouth College where she majored in Economics. She has an MBA in Marketing from the University Of Chicago Graduate School Of Business and a certificate in Strategic Marketing Management from the Emory University Goizueta School of Business, Executive Education Program.

CAREY MASON

Carey Mason is the Division Vice President / General manager of ADP National Accounts - Southeast National Service Center. During his 28 year ADP career, Carey's responsibilities have included management positions in implementation, client service, sales, marketing and product development. He has worked with businesses with as few as 1 employee and as many as 345,000 employees. During his tenure Carey has worked in multiple ADP Employer Services Divisions including Small Business, Major Accounts, National Accounts, Tax Services and most recently in International where he was the Managing Director for the Australian/New Zealand payroll operations. In August, 2008, Carey returned from Australia to become the Division Vice-President/General Manager for the Southeast National Service Center located in Atlanta, Georgia. In his current role, Carey oversees implementation, client services and relationship management for more than 525 large employers. Carey received a Bachelor of Arts degree from the University of Kentucky Master of Arts degree from the Ohio State University.

BABAK NOURI

Babak Nouri is the Director of SAIC's Small Business Development Program. Under his direction, the Small Business Office supported SAIC business units in securing an annual average of \$2.5 billion dollars in contract ceiling awards. Mr. Nouri oversees four primary activities at SAIC: Working with the SAIC business units to win business through the identification of capable and innovative small business partners and formulation of winning strategies; Meeting with small businesses to establish, develop, and strengthen relationships for teaming purposes as well as potential acquisitions; Overseeing the company's mentor-protégé program; Ensuring that SAIC meets / exceeds its small business subcontracting goals. Prior to joining the Small Business Office in August 2003, Mr. Nouri served as a deputy program manager overseeing a multi-million dollar effort with the Securities and Exchange Commission (SEC) in the SAIC Homeland and Civilian Solutions Business Unit. This is his second tenure with SAIC having previously served as a project manager from 1993 – 1997. During his first tenure from 1993 – 1997, Mr. Nouri served as a project lead on various telecommunications and information technology projects. In between his tours at SAIC, Mr. Nouri held executive positions in two small businesses. In 1997, he left SAIC and joined a small management and technical consulting firm - the NDC Group, and played a key part in the company growing from 45 to over 400 people in less than 18 months. In late 1998, the company was sold to Metamor Worldwide, and Nouri joined an Internet start-up, telezoo.com, as the Vice President of Operations where he was responsible for the company's sales, customer support and financial operations. Under his direction, the firm had three successive years of over 100% annual growth in revenues and completed three successful capital funding events securing nearly \$10M in investments. Prior to his departure, Mr. Nouri oversaw the company's pre-IPO activities. In October 2002, he left telezoo.com and returned to SAIC.

Mr. Nouri holds a Bachelor of Science in Mathematics from Bowie State University (MD), a Master and Bachelors of Science in Electrical Engineering from the University of Maryland.

SHARON ORLOPP

Sharon is the Chief Diversity Officer and Senior Vice President of Corporate People for Wal-Mart Stores, Inc where she is responsible for developing a diverse global workforce where all ideas, perspectives and cultures are included. Sharon joined Wal-Mart Stores, Inc. in 2003. Sharon was the Senior Vice President of People for Sam's Club until 2011. Her current responsibilities include diversity and inclusion, associate relations, and policy and for the world's largest retailer. Prior to joining the company, Sharon was Vice President of Human Resources for Gart Sports where she was responsible for compensation, benefits, training, recruiting, public relations, and investor relations. Sharon also spent 17 years with Footlocker where she worked her way up through the ranks from sales associate to become the Vice President of Human Resource Administration. Sharon currently sits on the Advisory Council for the Center for Entrepreneurship at Fayetteville State University. She is also a Board Member for Students in Free Enterprise. Sharon graduated magna cum laude from the University of Denver.

TRACEY PINSON

Ms. Tracey L. Pinson became the Director for Small and Disadvantaged Business Utilization, Office, Secretary of the Army in May 1995. Ms. Pinson advises the Secretary of the Army and the Army Staff on all small business procurement issues and is responsible for the implementation of the Federal acquisition programs designed to assist small businesses, including small disadvantaged businesses and women-owned businesses. She is responsible for the management of the HBCU/MI program, and develops policies and initiatives to enhance their participation in Army funded programs. She also provides management and oversight for the Army's Mentor-Protégé Program. In 1982, Ms. Pinson participated in the Lyndon Baines Johnson Internship Program with the U.S. House of Representatives. From November 1982 to June 1986, she served as Counsel to the Committee on Small Business, U.S. House of Representatives and Special Counsel to the late Representative Joseph P. Addabbo.

Ms. Pinson received a Bachelor of Science Degree in Political Science from Howard University. She also received a law degree from Georgetown University Law Center. She is a member in good standing of the Maryland Bar Association and the National Contract Management Association.

BRENDA ROSS-DULAN

Brenda Ross-Dulan is the Regional President for Wells Fargo's Southern New Jersey Region, and is responsible for 150 banking stores, with \$12 billion deposits. Ms. Ross-Dulan also serves as national spokesperson for Wells Fargo's African American Business Services program. Prior to holding her present position, she was the Regional President for Wells Fargo's Los Angeles/San Gabriel Valley Region. Ms. Ross-Dulan was introduced to banking after working as a corporate finance intern at JPMorgan in New York. She joined First Interstate in 1990 as a financial analyst and has been with Wells Fargo since it acquired First Interstate in 1996. Ms. Ross-Dulan served on the boards of the Greater Los Angeles African American Chamber of Commerce, CHARO Economic Development Corporation, the Community Women of San Gabriel Valley and the Los Angeles Urban League. She also served on the Corporate Advisory Boards of FAME Renaissance and the Latin Business Association. A committed champion of the diverse business community, in 2007, Ms. Ross-Dulan received the Martin Luther King Jr. Economic Justice Award. In 2006, she was recognized as an "Executive Making a Difference" by the *Los Angeles Times* and was named Corporate Businesswoman of the Year at the seventh annual Women in Business Awards. Previously, Ross-Dulan was recognized by the Urban Financial Services Program, the NAACP's Theatre Awards and the city of Los Angeles during Asian Pacific American Heritage Month.

Ms. Ross-Dulan holds a BA in Business Administration from Howard University in Washington, D.C. and an MBA from the Anderson School of Management at UCLA. She is married and has two children.

JANA SCHMIDT

Jana Schmidt is the Senior Vice President of Sales, Marketing, and Communications for Harland Clarke. In this position, Jana is responsible for revenue and margin growth in the \$500 million community bank and credit union segment for Payment Solutions, representing approximately 12,000 clients within Harland Clarke with a sales team of 150 people. Additionally, Jana leads the Payment Solutions Marketing and Communications team, responsible for the 75 person team that develops and manages innovative payment solutions, while also leading the communications team that supports all employee, client, community, and board communications for the company. Prior to this role, Jana served as Senior Vice President of Sales and Marketing for Harland Clarke Marketing Services, and general manager for Harland Clarke's Contact Center Services strategy. Prior to the merger, Jana held the role of Vice President of Business Development for John H. Harland for two years. In this role, Jana reported directly to the CEO and leveraged her extensive experience at Harland to lead the company in organic growth strategies to include Harland Payment Solutions, Harland Financial Software Solutions and Scantron. Under Jana's leadership in business development, Harland began systematically approaching clients with compelling solutions from all of the company's divisions that helped address their business challenges and drove organic growth for Harland.

TIMOTHY TOLL

Timothy J. Toll is Vice President of Global Wal-Mart for Campbell Soup Company. Tim has served in this capacity for the last 8.5 years and is responsible for all business units (CUSA, Pepperidge Farm, North America Food Service, and International). Wal-Mart is Campbell's largest global customer and represents \$1.9 billion in sales. Prior to joining Campbell, Tim was the Ahold Global Team Leader for H.J. Heinz. Prior to Heinz, Tim spent 16 years with The Procter & Gamble Company. During his time with P&G, he progressed through many roles; Sales Representative in Philadelphia for Paper Products, District Field Representative in Buffalo, Unit Manager in Buffalo, and Sales Training Manager in Cincinnati. Tim was then moved to the Wal-Mart Food Beverage Account Executive position. He then became the Wal-Mart Supercenter Team Leader, and in his last role at P&G, was the Wal-Mart Global Business Leader for Food Beverage. In this role, he was responsible for a 30-member team and responsible for an \$800 million business worldwide. Tim currently serves on the Board of Directors of Students in Free Enterprise (SIFE) and the Advisory Board for University of Arkansas, China Executive Management program.

A native of Cleveland, Ohio, he attended Old Dominion University and received a B.S. degree in Marketing. In 1998, Tim attended the Cornell Food Executive program. After graduating from Old Dominion, Tim played professional baseball for the Chicago Cubs organization.

HERBERT WILKINS, JR.

Mr. Herbert Wilkins, Jr. is the General Partner of SYNCOM He joined SYNCOM in 1992. During the subsequent 15 years he has held the title of analyst, associate, and senior associate. He has analyzed and invested in numerous portfolio companies. In addition, Mr. Wilkins has held operational positions in radio stations and cable television systems the firm has owned. He currently serves on the boards of Si TV, TMX Communications, and Simplink, Inc. He is a Board Observer on the NewComm Wireless Services, Inc. Board. Prior to joining SYNCOM Mr. Wilkins served as a sales professional for a commercial and residential real estate developer on a number of projects in Maryland and Washington D.C. He joined the Firm as an investment analyst moving to associate and serving in that position until leaving to attend graduate school. In 1997, he rejoined SYNCOM as a Senior Associate. He was named General Partner in 2006.

Mr. Wilkins received a B.S. in Marketing from the University of Maryland and an M.B.A. from the F.W. Olin School of Business at Babson College.

BO WILLIAMS

Bo Williams is a Vice President at Patriarch Partners, a distressed private equity shop and distressed credit fund in New York. He previously worked as a Vice President at Marathon Asset Management, a diversified high-yield fund, with a focus on illiquid, turn-around investments. Williams spent much of his career working at Goldman Sachs, the New York-based securities house. He started at Goldman as an M&A generalist. Williams moved from investment banking to Goldman's merchant bank, focusing on both middle-market investing in underserved communities and large-cap leveraged buyouts. He has primarily concentrated on corporate investments, especially in the arenas of media/entertainment, general industrials, and consumer products.

Williams graduated cum laude from Harvard College with a degree in Sociology. He later received his Masters of Business Administration degree from the Harvard Business School.

JIM WINESTOCK

Jim Winestock was senior vice president of operations for UPS. Winestock was responsible for all U.S. operations which includes the pickup and delivery of more than 15.8 million packages each day and 360,600 employees. Winestock was a member of the UPS Management Committee, which is responsible for the day-to-day management of the company. The Greenville, S.C., native joined UPS in 1969 as a part-time loader in Florida. He began his management career with UPS a year later after graduating from college. He has served the company in various functions, including operations, finance/accounting and industrial engineering. Winestock has served in several leadership positions within the company, most notably as district manager in the company's Northeast Texas and Missouri Districts and as vice president and region manager in the Midwest Region and in the North Central Region, which covered six states in the heartland of the United States. He has also served as the coordinator of UPS's Corporate Schools, the company's management training program, and participated in the UPS Community Internship Program at the University of Tennessee-Chattanooga. Winestock is also a graduate of the Executive Management Program of the Wharton School at the University of Pennsylvania. Winestock is a trustee for the MARCH Foundation and is on the Board of Trustees of the National Urban League.

2011 OFC INNOVATION & ENTREPRENEURSHIP: TEAMS

Alabama A& M University

Savage Farms

Savage Farms is a business that will grow Tilapia in a tank environment. The Tilapia will be produced in the south in old cotton mills with the use of a water purification system that uses electrical columns to remove solids from the water.

Team:

Marlena Zene

Lian Pino

Sean Moffett

Michael Perkins

James Huston

Advisor: *Larry McDaniel and Nareatha Studdard*

Albany State University

Mobile Medical Services, LLC (MMS, LLC)

Mobile Medical Services, LLC (MMS, LLC) provides healthcare services delivered by a team of medical professionals in a Mobile Medical Unit (MMU), through which comprehensive healthcare services will be provided. MMS, LLC is strategically positioned to be a significant factor in providing preventative healthcare in Southwest Georgia.

Team:

Shamonz Moor

Carol Williams

Michael Fowler

Nero Edevbie

John Bailey

Advisor: *Jonathan Elimimian*

Alcorn State University

Green HOPE, Inc.

Green HOPE, Inc. is a global company focusing on the design and installation of simple, cost-effective, green, electrical systems for families, households, small businesses and institutions that lack access to electricity. Recognizing the importance of electrical energy for education, health, and communication, beginning with Sub-Saharan Africa, Green HOPE, Inc. will bring hope, economic development, and improved quality of life to people today who are held back by electricity poverty.

Team:

Cynitress S. Carter

Robert H. Harris

Anastasia Khatnyanskaya

Svetlana Verzilina

Advisor: *Kimball P. Marshall, Ph.D.*

Claflin University

Fiberboo, Inc.

Fiberboo, Inc. is a manufacturing firm that will replace fiberglass with bamboo fibers and Recycled #2 (HDPE) plastic. Currently, recycled fiberglass is the most environmentally friendly way to make boats, cars and structures to protect satellite antennas in the arctic. Since bamboo is strong, durable, and resilient, Fiberboo, Inc. believes that it would be an ideal candidate in its fiber form to replace the more fragile glass fibers currently in fiberglass.

Team:

Laura Anne Roquemore

Mary Layton

Sorav Dhingra

Chirag Patel

Ceveric Williams

Advisor: *Dr. Benjamin B. Yumol*

Clark Atlanta University

Inventory Attic

Inventory Attic is a service-oriented company that provides home asset documentation storage for consumers. This service is designed to provide consumers with off-site documentation of all home assets for preventive planning or unexpected life events, such as divorces, wills, etc.

Team:

Katie Walton

Keya Parquet

Sandy Pharaon

Ronika Motley

Omar Muhammad

Advisor: Dr. Edward Davis

Delaware State University

Rapid Information Technology:

Rapid Information Technology is a patent-pending web-based record, review and replay software that can be used in social networks such as LinkedIn and professions like human resources that value rapid responses to questions at a fraction of the cost of being in person.

Team:

: *Erika Grant*

Milos Velickovic

Shohaj Kahn

Victoria Williams

Aisswarya Subramanian

Advisors: Young S. Kwak and Lisa Dunning

Fayetteville State University

Lost to Found Technologies

Lost to Found Technologies is a limited liability company founded with the goals of providing consumers with cutting edge technologies. The company's flagship patent-pending product uses GPS/RFID technology linked to any smart phone to locate lost valuables through the integrated use of innovative applications and locator devices. This game-changing technology will allow the company to quickly penetrate the market and become an industry leader.

Team:

Richard Harris

Brittany Harrison

Deborah Molina-Arroyo

Shanee Pratt

Advisors: Christine Powell & Assad Tavakoli

Florida A&M University

L-STEM Solutions

L-STEM Solutions is a one-of-a kind learning center that utilizes technology and the theory of multiple intelligences to improve not only learning outcomes, but life outcomes for our clients, students in grades kindergarten through 12th grade. Our centers focus on science, math, technology, and foreign languages as well as character and self-esteem building. We are to 'quality of life', what practice is to sports.

Team:

Q'Vaunda Curry

Dominique Perkins

Fabian Wilson

Andre Albritton

Sakya Sarsah

Jerrell Hester (Alternate)

Advisor: Jennifer Collins

Hampton University

The J. Jordan

The J. Jordan is an upscale and historically unique cafe, which will provide a social environment and meeting places for the college and local community. The J. Jordan is supported by rich history, dating back to the Rag-time music era. The over-arching goal is to expand the J.Jordan by offering franchising opportunities throughout the nation."

Team:

Jameya Green

Kenneth Johnson

Zachary Thompson

Melanie Maxwell

Kimberly Hamilton

Advisor: Sid Credle

Jackson State University

Trilogies Headphones

Trilogies are the newest innovation of MP3 technology. Trilogies supply the consumer with clear and lifelike sound quality, comfort, and portability. The headphones are perfect for indoor/ outdoor use. Unlike most MP3 Players, Trilogies offer the consumer multiple ways to upload and enjoy their favorite music because they are equipped with an SD Card Slot and USB Port. With the included USB Cable and rechargeable Lithium battery, consumers will enjoy hours of music uninterrupted.

Team:

Douglas Causey

Michael Ezell

Kayla Booker

Courtland White

Teyarri Simpson

Advisor: Dr. John Calhoun

Lincoln University of Missouri

Ball Moving Service

Ball Moving Service is an LLC owned and operated by Devon Ball and Associates. Ball Moving Service will be a full service moving company located in Columbia Missouri and will serve customers throughout the state of Missouri. The company will utilize the latest technology available to market services and to track all aspects of the business. The company will provide full service by offering a variety of packing, loading, and storage options to customers.

Team:

Jaime Jackson

Devon Ball

Latrice Stringer

Lauren Willis

Kejuan Torrence

Advisor: Dr. Eric Burgess

Morgan State University

Smart Power Technology (SPT)

Smart Power Technology (SPT) manufactures the Smart Hybrid Inverter that is an innovative product in renewable hybrid technology. It integrates the output from wind turbines and solar panels and changes the current from DC to AC. The Smart Hybrid Inverter is able to monitor, manage, and efficiently use resources to meet desired power demand at a lower cost.

Team:

Alfred Waluchio

Omari Bailey

Ijeoma Onyenekwu

Pierdtje Marlin

Advisors: Dr. Ali Emdad & Dr. Corey Dickens

North Carolina Central University

REDKAST

Utilizing a proprietary data compression technology to help businesses and organizations to significantly reduce their bandwidth costs from streaming data over the Internet, RedKast is an online media company aiming to provide an integrated online interactive TV experience with enhanced existing social media platforms which will be broadcast globally over the Internet.

Team:

Wesley Linzey

Dan Lu

Jessica C Kendrick

Amber N Walker

Ricardo Lee White

Advisor: *Javad Kargar and Malavika Sundararajan*

Prairie View A & M University

Dexta Data Solutions

Dexta Data Solutions is designed to protect an individual's personal information stored on a cell phone, in the event of recycling, upgrading, lost/stolen, or during the warranty and exchange process. Product/Service: Dexta Data Solutions offers a data erasable software/application for cell phones.

Team:

Kay Andrepont

Christopher Charles

Jason Thibodeaux

Syed Irtiza

Ken Johnson

Advisor: *Brent Goff*

Savannah State University

PlumBCo

PlumBCo manufactures a tilt sensor device capable of attaching to a graduating rod improving the accuracy in measurements of differential leveling surveys called The PlumBox. Our product provides efficient, effective, and economical readings proven to aid surveyors in gathering the most precise and reliable data available. Our company will target businesses that utilize land surveying results such as home/building contractors, small construction firms, and road service contractors.

Team

John Hudson

Ericka Williams

Jeff Kesling

Vonetta Epps

Rachel Raines

Advisor: *Shalonda K. Bradford*

Southern University (Baton Rouge)

E.D.I. App (Education Data Interface App)

E.D.I. App (Education Data Interface App) is a proprietary operation system application that will enter the exciting and rapidly growing \$1.6 billion app industry. **E.D.I. App** is specifically designed for mobile devices and, with the support of its strategic allies, will push real time education awareness information to the respective parent(s) of K-12 students... yes... there is an app for that...NOW!

Team:

Terreca Bates

Ronald Chretien

Brittany Lee

Brenda Wu

Courtney Alexander

Advisor: *Toni Jackson & Dr. Richard L. McCline*

Tennessee State University

Advanced Technology Systems (ATS)

Advanced Technology Systems is an engineering design firm that specializes in the development of custom heavy duty truck chassis for the refuse, construction and severe duty trucking industry. ATS's custom chassis offer unique design features that support current technology advances within the trucking industry. Their chassis offer superior value to the heavy duty truck markets through its innovative technology, pricing and distribution channels.

Team:

Meagen Williams

Michael McGaha

Warren Dean V

Kwasi Agbali

Adviser: William Latham

University of The District of Columbia

Intelfac, LLC

Intelfac—"Intelligent Facilities"-- provides IRS approved "cost segregation studies" as a strategic tax savings tool assisting companies and individuals, who have constructed, purchased, expanded, or remodeled commercial or multi-family residential property, to increase their cash flow through accelerating depreciation. Intelfac also provides energy efficiency studies and analyses that help property owners to both reduce their energy expense and to capitalize on federal energy tax credits and federal, state and utility company rebates. Intelfac will uniquely bundle these two cutting edge 21st century tax savings and cost reduction techniques into one integrated service package, giving it a distinct market advantage.

Team:

Evans Muchai

Iffat Ferdous

Selvon Waldron

Dicoda Waugh

Uyioghosa Oviasogie

Sherise Hernandez

Advisor: Darryl A. Hill



University of West Indies

The Jamaican Ginger Factory (TJGF)

Jamaica produces the world's finest quality ginger. *The Jamaican Ginger Factory (TJGF)* will utilize greenhouse technology to produce Jamaican ginger, which will be sold on the export market in its sliced dried form as well as the value added ginger oil and ginger powder.

Team:

Danielle Barnett

Christene Gittens

Rohan Hylton

Taja Simpson

Advisors: Douglas Lindo & Harry Smith

Winston-Salem State University

AdvoCARE

AdvoCARE is a for-profit innovative organization that delivers 24-hour non-emergent health care in homes and mobile walk-in clinics. Advance technology allows AdvoCARE to redefine the delivery of health care in a more effective and efficient manner, responding to modern market realities. Convenience, accessibility, and significant cost savings are the key benefits to our stakeholders when "We take CARE to you."

Team:

Benjamin Greene

Timothy Taylor

Thurmond Carter

Kristie Tobias

Lauren Graves

Advisor: Notis Pagiavlas

Xavier University of Louisiana

PharmaEncapsulation

PharmaEncapsulation will leverage its patent-pending microencapsulation technology to market novel, time-release drug formulations. Its immediate application is to dispense opioids such as buprenorphine to treat drug addiction and chronic pain.

Team:

Andria Buckner

DeAnn Vessel

Valencia Walker

Bilesha Autry

Sondra Willis

Advisor: Mark Quinn

SPONSORS

ADP

ADP (Automatic Data Processing, Inc.), with nearly \$8 billion in revenues and approximately 585,000 clients, is one of the world's largest providers of business outsourcing solutions. Leveraging more than 55 years of experience, ADP offers the widest range of HR, payroll, tax and benefits administration solutions from a single source. ADP's easy-to-use solutions for employers provide superior value to companies of all types and sizes. ADP is also a leading provider of integrated computing solutions to auto, truck, motorcycle, marine and recreational vehicle dealers throughout the world.

Adecco

The Adecco Group, based in Zurich, Switzerland, is the world's leading provider of HR solutions. With over 28,000 employees and 5,700 offices, in more than 60 countries and territories around the world, Adecco Group offers a wide variety of services, connecting more than 500,000 colleagues with over 100,000 clients every day. The services offered fall into the broad categories of temporary staffing, permanent placement, outsourcing, consulting and outplacement. The Adecco Group is a Fortune Global 500 company. Adecco S.A. is registered in Switzerland (ISIN: CH0012138605) with listings on the SIX Swiss Exchange and on Euronext in France. The shares are traded on SWX Europe: (SIX: ADEN) and (EURONEXT: ADE).

Atlanta Life Financial Group

Atlanta Life Financial Group is a privately owned financial services company that helps consumers, businesses and communities build and protect wealth. Atlanta Life Financial Group consists of two operating units: Atlanta Life Insurance Company and Atlanta Life Investment Advisors. These companies provide a range of financial solutions to help individual and institutional customers manage their insurance and investment needs.

BB&T

The BB&T Corporation is one of America's largest banks, offering full-service commercial and retail banking services along with other financial services like insurance, investments, retail brokerage, mortgage, corporate finance, consumer finance, payment services, international banking, leasing and trust. Based in Winston-Salem, North Carolina, with \$136.5 billion in assets (as of September 2008), BB&T operates more than 1,500 financial centers in the U.S. South, throughout the states of North Carolina, South Carolina, Virginia, Maryland, West Virginia, Kentucky, Tennessee, Georgia, Florida, Alabama and Indiana, and in Washington, D.C.. BB&T claims to be a mission-driven organization with a clearly defined set of values. The "BB&T" acronym stands for "Branch Banking and Trust."

Bentley University

Bentley University is one of the nation's leading business schools, dedicated to preparing a new kind of Business leader and one with the deep technical skills, the broad global perspective and the high ethical standards required to make a difference in an ever-changing world. To achieve this goal, Bentley infuses their advanced business curriculum with the richness of a liberal arts education.

BET (Black Entertainment Television)

BET, a subsidiary of Viacom, Inc. is the nation's leading television network providing quality entertainment, music, news and public affairs programming for the African-American audience. The BET network reaches more than 80 million households according to Nielsen Media Research, and can be seen in the United States, Canada, and the Caribbean. BET is a dominant consumer brand in the urban marketplace with a diverse group of branded businesses: BET.com, BET Digital Networks - BET Jazz, BET Gospel, and BET Hip Hop, and BET Event Production.

ConAgra Foods

ConAgra Foods makes many leading brands, including: Healthy Choice, Chef Boyardee, Egg Beaters, Hebrew National, Hunt's, Orville Redenbacher's, PAM, and Banquet, among others. Our consumer brands are found in 97% of U.S. households and 24 are ranked first or second in their category. ConAgra Foods also has a very significant presence in commercial food products and is one of the nation's leading specialty potato providers to restaurants and other foodservice establishments.

Diverse: Issues of Higher Education

Diverse: Issues In Higher Education stands alone as the only source of critical news, information and insightful commentary on the full range of issues concerning diversity in American higher education. Diverse began writing about diversity in higher education long before diversity and multiculturalism became a “hot button” issue. Today, the mission is to provide information that is honest, thorough and balanced. Diverse is the only newsmagazine focusing on matters of access and opportunity for all in higher education. Its unparalleled coverage of such bread and butter issues as tenure, salary, faculty, student body, recruitment, retention and access and equity earned.

Excelsior College

Excelsior College founded as Regents College in 1971 and chartered as a private, nonprofit institution in 1998, the College was renamed Excelsior College in 2001. Excelsior College is an accredited, recognized leader in removing obstacles to the educational goals of the adult learner. We provide efficient and affordable access to higher education through multiple avenues to degree completion.

Georgia-Pacific

Recently acquired by KOCH, Georgia-Pacific began in 1927 at an Augusta, GA, hardwood lumber yard. With more than 400 locations and 61,000 employees in North America and Europe, Georgia-Pacific is one of the world's leading manufacturers of tissue, pulp, paper, packaging, building products and related chemicals. GP's building products distribution segment has long been among the nation's leading wholesale suppliers of building products to lumber and building materials dealers and large do-it-yourself warehouse retailers. Building products include plywood, oriented strand board, gypsum wallboard and related installation materials, lumber, particleboard, medium density fiberboard, hardboard and related chemicals.

Georgia Power

Georgia Power, the largest of five electric utilities that make up Southern Company, has been providing electricity to Georgia for more than a century. The company's 2 million customers are in all but six of Georgia's 159 counties. Georgia Power has approximately 8,800 employees throughout the state. Georgia Power has been ranked #1 in customer satisfaction for electric utilities by The American Customer Satisfaction Index for the 4th year in a row. Georgia Power has invested more than \$4 billion in transmission and distribution (power lines) since 1991.

Harland Clarke Holdings Corp.

Harland Clarke Holdings Corp. provides check and related products, technology products, and data management solutions worldwide. It operates in three segments: Harland Clarke, Harland Financial Solutions, and Scantron. The Harland Clarke segment provides checks and related products, forms and treasury supplies, and related delivery and fraud prevention services to financial services, retail, and software providers. It also offers direct marketing services, including direct marketing campaigns, direct mail, database marketing, telemarketing, and e-mail marketing services to measure and manage clients' business-to-consumer and business-to-business relationships.

The Hershey Company

The Hershey Company (NYSE: HSY) is the largest producer of quality chocolate in North America and a global leader in chocolate and sugar confectionery. Headquartered in Hershey, Pa., The Hershey Company has operations throughout the world and more than 12,000 employees. With revenues of more than \$5 billion, Hershey offers such iconic brands as *HERSHEY'S*, *REESE'S*, *HERSHEY'S KISSES*, *KIT KAT*, *TWIZZLERS* and *ICE BREAKERS* as well as the smooth, creamy indulgence of *HERSHEY'S BLISS* chocolates. Hershey is a leader in the fast-growing dark and premium chocolate segment, with such brands as *HERSHEY'S SPECIAL DARK* and *HERSHEY'S EXTRA DARK*. In addition, Artisan Confections Company, a wholly owned subsidiary of The Hershey Company, markets such premium chocolate offerings as *SCHARFFEN BERGER* and *DAGOBA*. For more than 100 years, The Hershey Company has been a leader in making a positive difference in the communities where we live, work and do business. Please visit us at www.thehersheycompany.com.

Hightowers Petroleum Co. (HPC)

Hightowers Petroleum Co (HPC) is a full service petroleum distributor fueling petroleum needs for businesses, public entities and industries across the nation. We specialize in delivering creative solutions to meet the diverse fueling needs of our customers such as General Motors, The Ford Motor Company, Duke Energy & Waste Management, just to name a few. Welcome to our site where you will learn about how our complete line of fluid management services can add value to your business.

HP

HP is a technology company that operates in more than 170 countries around the world. We provide infrastructure and business offerings that span from handheld devices to some of the world's most powerful supercomputer installations. We offer consumers a wide range of products and services from digital photography to digital entertainment and from computing to home printing.

McDonald's

McDonald's is the leading global foodservice retailer with more than 31,000 local restaurants serving more than 58 million people in 118 countries each day. More than 75% of McDonald's restaurants worldwide are owned and operated by independent local men and women. We serve the world some of its favorite foods - World Famous Fries, Big Mac, Quarter Pounder, Chicken McNuggets and Egg McMuffin.

Northrop Grumman Corporation

Northrop Grumman Corporation is a leading global security company whose 120,000 employees provide innovative systems, products, and solutions in aerospace, electronics, information systems, shipbuilding and technical services to government and commercial customers worldwide. On January 7, 2009, Northrop Grumman announced several structural actions that include streamlining its organizational structure, reducing the number of sectors from seven to five. The five sectors will be Aerospace Systems; Electronic Systems; Information Systems; Shipbuilding; and Technical Services.

OfficeMax

OfficeMax Incorporated (NYSE: OMX) is a leader in both business-to-business office products solutions and retail office products. The OfficeMax mission is simple. We help our customers do their best work. The company provides office supplies and paper, in-store print and document services through OfficeMax ImPress™, technology products and solutions, and furniture to consumers and to large, medium and small businesses. OfficeMax customers are served by approximately 35,000 associates through direct sales, catalogs, e-commerce and more than 900 stores. To find the nearest OfficeMax, call 1-877-OFFICEMAX.

The Office of Naval Research (ONR)

The Office of Naval Research (ONR) coordinates, executes, and promotes the science and technology programs of the United States Navy and Marine Corps through schools, universities, government laboratories, and nonprofit and for-profit organizations. It provides technical advice to the Chief of Naval Operations and the Secretary of the Navy and works with industry to improve technology manufacturing processes.

Owens Corning

Owens Corning (NYSE: OC) is a leading global producer of residential and commercial building materials, glass fiber reinforcements and engineered materials for composite systems. A Fortune 500 company for 53 consecutive years, Owens Corning is committed to driving sustainability through delivering solutions, transforming markets and enhancing lives. Founded in 1938, Owens Corning is a market-leading innovator of glass fiber technology with sales of \$5 billion in 2007 and 19,000 employees in 26 countries on five continents. Additional information is available at www.owenscorning.com.

Publix

Founded in 1930, Publix Super Markets is the largest and fastest-growing employee-owned supermarket chain in the United States. Publix and our associates excel in community involvement, volunteerism and a commitment to our market areas and beyond. Publix's commitment to diversity has contributed to our success in being a great place to work and shop.

Raytheon

Raytheon is an industry leader in defense and government electronics, space, information technology, technical services, and business aviation and special mission aircraft. Throughout its more than 80-year history, Raytheon Company has been a leader in developing defense technologies and in converting those technologies for use in commercial markets. Headquarters in Massachusetts, the company has 80,000 employees worldwide with \$20.3 billion in 2006 sales.

SAIC

SAIC is a leading systems, solutions and technical services company. Science Applications International Corporation (SAIC) was founded in 1969 by J. Robert Beyster, Ph. D., and a small group of scientists. With approximately 44,000 employees in more than 150 cities worldwide, SAIC engineers and scientists solve complex technical challenges requiring innovative solutions for customers' mission-critical functions. For us, success depends on bringing people together to solve some of the toughest problems facing our nation and the world. The SAIC family of companies is committed to delivering superior performance and technology to our clients

State Farm Insurance

Our founder's philosophy of insurance coverage at a fair price, coupled with fair claim settlement, remains the cornerstone of our success. His original vision and values still guide us. Today, State Farm insures more cars than any other insurer in North America. We are the leading U.S. home insurer. More than 17,000 agents and 68,000 employees serve over 75 million policies in the United States and Canada. We also provide our customers with a wide array of financial products and services to help them manage today and prepare for tomorrow including Property and Casualty insurance, Life and Health insurance, Annuities, Mutual Funds and Banking products.

Syndicated Communications, Inc.

Established in 1977, Syndicated Communications, inc. combines more than two decades of entrepreneurial spirit and venture capital management experience in providing early stage growth capital to minority entrepreneurs and/or under-served market sectors. SYNCOM is also committed to creating and growing significant companies that produce a meaningful positive economic impact within the minority community. Through our most recent Fund, Syndicated Communications Venture Partners IV, L.P. ("SYNCOM IV"), SYNCOM seeks to grow early to mid-stage media and communications companies generally targeting under-served consumers or unique market opportunities. SYNCOM's expertise and targeted approach has consistently produced competitive market rates of return for our investors while creating significant wealth for our portfolio companies' management and other stakeholders.

Turning Technologies

Turning Technologies founded in 2002, It is currently the global leader of audience response. Developing its own software and designing its hardware with its customers polling and reporting needs in mind, they offer an assortment of easy to use polling software and response devices. More than half of all U.S. colleges and universities use Turning Technologies' response solutions on campus, and recognizable organizations like Hewlett Packard, Johnson & Johnson and the McDonald's Corporation take advantage of our polling solutions in a variety of formats from internal decision making to high-stakes events.

TrustHouse services group

TrustHouse Services Group is the holding company for a group of regional foodservice businesses specializing in the provision of on-site contract foodservices primarily in the Healthcare and Educational sectors. Their regional companies provide services at over 300 client locations in Florida, the north-east, mid-Atlantic, and mid-Western States, serving over 75,000 meals every day.

UPS

Founded in 1907 as a messenger company in the United States, UPS has grown into a \$36 billion corporation by clearly focusing on the goal of enabling commerce around the globe. Today UPS is a global company with one of the most recognized and admired brands in the world. We have become the world's largest package delivery company and a leading global provider of specialized transportation and logistics services. Every day, we manage the flow of goods, funds, and information in more than 200 countries and territories worldwide.

Wal-Mart / Sam's Club

Wal-Mart Stores, Inc. is comprised of Wal-Mart stores, Sam's Clubs, Logistics, International Division, and Corporate Offices. We employ more than 1.9 million Associates in the United States and 13 countries where we operate and source from more than 70 countries worldwide to ensure we have the products that meet the needs of our diverse customers and communities. Our Associates can pursue a wide variety of careers ranging from internal audit to real estate, product development to global procurement, information systems programmer to marketing, buyer to replenishment trainee, aviation and more. We not only recognize the need for diverse talent and thought processes, we value and succeed because our commitment to diversity is a top priority across all of our business divisions.

Wells Fargo

Wells Fargo & Company (NYSE:WFC), with \$1.2 trillion in total assets as of December 31, 2009, is the fourth largest bank holding company in the United States.[1] Wells Fargo & Company is best classified as a diversified financial services company, and with over 80 distinct businesses, Wells Fargo offers a full range of financial products and services and targets all types of clients, from individuals to large corporations in all 50 states as well as the District of Columbia. During 2009, Wells Fargo posted a \$12.3 billion net income on total revenues of \$99 billion.

The Westin Peachtree Plaza Hotel

The Westin Peachtree Plaza Hotel is a 73-floor landmark located in the heart of downtown Atlanta. This Atlanta hotel offers deluxe amenities and dramatic city views with luxurious guest rooms, featuring Westin's Heavenly Bed® & Heavenly Bath®. Enjoy delectable cuisine at the [Sun Dial Restaurant](#), our signature revolving rooftop restaurant and experience "Atlanta's Best View of Atlanta."

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

April 14-17, 2011

SCHOLARSHIPS

These scholarships recognize the top teams that best combine an innovative venture idea, an excellent business plan and an outstanding presentation to demonstrate most convincingly an attractive investment opportunity. The judges will determine each of the award winners.

Jesse Hill, Jr. Championship Award* **\$15,000.00**

Second Place** **\$5,000.00**

Third Place*** **\$3,000.00**

Fourth Place**** **\$2,000.00**

2 Consolation Scholarships **\$1,000.00 each**

Outstanding Business Plan (Trophy Only: No Cash)

This award recognizes the business plan that best demonstrates superior writing and analytical skills, and that best reflects marketing, management, and financial acumen in a clear, concise and convincing manner.

Outstanding Presentation (Trophy Only: No Cash)

This award recognizes the presentation that best exemplifies superior oral, visual and interactive skills, and that best demonstrates poise, professionalism, and an ability to think on one's feet.

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- * First Place Winner: Sponsored by Sam's Club
 - **Second Place Winner : Sponsored by Sam's Club
 - ***Third Place Winner: Sponsored by Sam's Club
 - ****Fourth Place Winner: Sponsored by Sam's Club

BRIEF HISTORY

OPPORTUNITY FUNDING CORPORATION

MARCH 2011

Lt. General [R] Arthur J. Gregg, Chairman

Historically, there has been great economic disparity between Whites and Blacks in America. During the early years of the Nation, many Whites acquired significant land holdings, which became the cornerstone of their wealth. In addition they were favored in education, employment, earnings and in commerce and government.

While African Americans economic conditions have improved in recent years, large disparity continues. Statistical data show that the disparity between White and African America net individual and family wealth is increasing.

In 1970, the Opportunity Funding Corporation was created by the Nixon Administration to help address the recognized economic disparity. The Administration reasoned that creating and nurturing Black businesses would contribute to their accumulation of wealth. Thus the creation of Black businesses became a cornerstone of what the Administration called 'Black Capitalism'. OFC was launched with a grant of \$7,000, 000.00 from the Department of Commerce. The action officers, who developed the concept and obtained the grant approval was Donald Rumsfeld, who would later become Secretary of Defense in two Administrations.

The OFC concept was for OFC to reach into the African American communities and encourage entrepreneurship, provide funding and advice for existing businesses, and to promote new business initiatives. To execute the concept, OFC employed a small staff; headed by Jack Gloucester, and included Robert Kemp and Herbert Wilkins, Sr. All were very passionate about promoting economic development in the African America Communities. They identified promising business opportunities, and assisted those businesses with cash, credit guarantees and coaching.

While OFC realized some success, the reach and impact of the operation were limited. The concept had to be modified to give the operation greater reach, and to touch more businesses and communities. To that end, two venture capital firms were organized to give greater reach in executing the OFC mission. The two firms – Syndicated Communications, Inc., headed by Herbert Wilkins, Sr., and Fulcrum Venture Capital Corporation, headed by Robert Kemp, gave OFC the much needed reach. The two firms have had significant impact.

SYNCOM began with an investment from OFC, and has, along with the partnerships it created, provided funding and coaching to an estimated 200 small companies, including BET and Radio One. During the 1980s SYNCOM became independent of OFC and the firm continues to grow, and to support businesses in the minority and non-minority communities.

Fulcrum is smaller and has had less impact than SYNCOM. It began with a \$1,500,000 investment from OFC, and leveraged that investment by issuing preferred stock to the Small Business Administration [SBA] and the Department of Transportation [DOT]. This allowed Fulcrum to provide financing and coaching to minority firms. While Fulcrum did not achieve SYMCOM's level of growth and success, it has financed over 50 minority led small businesses and has returned nearly four times OFC's original cash investment. It repaid SBA and DOT for the preferred stock, and provided operating funds to OFC through the payment of dividends. Fulcrum's management, under the leadership of Brian Argrett, also created Fulcrum Capital Partners; a \$27,000,000 limited partnership, in which OFC is a general and limited partner. Fulcrum Venture Capital Corporation and Fulcrum Capital Partners are now harvesting their investments.

In 2000, OFC embarked on its second major initiative to help close the economic gap between African Americans and the general population. We reasoned that teaching entrepreneurship at the historically Black colleges and universities would have a powerful impact. In particular, we believed that those Black institutions offering a masters degree in business were well positioned to educate our young men and women in entrepreneurship. And with a solid educational exposure, many of these young men and women would become entrepreneurs. Even those who do not would be better prepared to compete in the corporate world. OFC soon learned that only a few Historically Black Colleges and Universities included entrepreneurship in their business administration curriculum. We then launched the OFC Innovation & Entrepreneurship Program to strengthen the curriculums and teaching at those institutions offering a masters degree in business. The program has three components:

- a. A Business Plan Competition
- b. A Dean and Faculty Development Seminar
- c. A National Policy Forum on Minority Entrepreneurship

Business Plan Competition was designed to develop interest in entrepreneurship, and to give students practical experience in conceiving of business idea, writing business plans, and presenting those plans to a panel of judges. Each year, students at each participating school formed teams of four to five students who conceived of a business, write the business plan and present the plan to faculty advisors in competition with each other. Then in April of each year, the winning team from each participating school comes to Atlanta, Georgia and competed against each other. Typically, there are twenty-one to twenty-four teams participating. The top six teams receive prize money, and the top team is invited to the University of Texas, Austin, to participate in the International Business Plan Competition. Dr. Mohammad Bhuiyan has been the director of the Innovation & Entrepreneurship program since its inception

Dean and Faculty Development Seminar: Each year the Deans and Faculty Advisors from participating colleges and universities come to Atlanta with their teams. They are exposed to a rich and intense program in entrepreneurship curriculum development and management. World class entrepreneurship professors and successful business personalities lead these seminars.

National Policy Forum on Minority Entrepreneurship: Each year, the Presidents of the participating colleges and universities are invited to Atlanta for one day to see their teams in action and to participate in a highly interactive session along with corporate CEOs and senior executives, successful entrepreneurs, top ranking military officers and senior government officials to discuss the future direction of minority entrepreneurship education. The session is led by world class professors and business personalities. The session also provides a rich opportunity for the presidents to share with each other and to learn about successful entrepreneurship programs.

OFC Economic Forum: In 2007, OFC launched its third program to close the economic gap. We wanted to give African Americans, and the African Diaspora a forum to be informed and to exchange information, and to make deals. It was patterned after the World Economic Forum. OFC recruited the Honorable Sharon Pratt, a successful business executive and former mayor of Washington DC to lead this initiative. The first Forum took place in 2008 in Bermuda, and was co-sponsored by OFC, the Government of Bermuda, and the RLJ Companies. It was attended by 125 significant personalities from the African Diaspora, representing business and government from the United States, Africa and the Caribbean. The gathering was rich in content and exchanges between the participants. It was viewed as highly successful in achieving its programmatic mission. The Forum was repeated in 2009 in Washington, DC and again achieved outstanding programmatic results. However, while the Forums have been very successful at promoting deal development, improving minority firm participation in government programs such as TARP/TALF, and advancing investment in Africa and African Diaspora ventures, they have not been financially successful, straining OFC's limited resources.

During its forty years, OFC has had a significant impact in helping to close the African American entrepreneurship gap, and its success can be attributed to several factors. The most important of which is that its core mission addresses one of America's most compelling needs. As entrepreneurship becomes imbedded in the African American community, and sustaining economic progress is realized, America will become a stronger nation economically, socially and politically. The second factor driving OFC's success was the quality of its leadership—men and women of great intellect, experience and commitment to closing the African American entrepreneurship gap. And among its distinguished leaders, Jesse Hill, Jr. stands out. As the Chairman of the OFC Board for thirty years, and now Chairman Emeritus, his impact on the organization and its accomplishments has been very profound.

PARTICIPATING UNIVERSITIES

Alabama A&M University, Huntsville, Alabama

Alabama Agricultural and Mechanical University reflects the uniqueness of the traditional land-grant institution which combines professional, vocational and liberal arts pursuits. The University provides baccalaureate and graduate studies that are compatible with the times to all qualified, capable individuals who are interested in further developing their technical, professional, and scholastic skills and competencies. It operates in the three-fold function of teaching, research, and public service, including extension. A center of substance and excellence, Alabama A&M University provides a setting for the emergence of scholars, leaders, thinkers, and other contributors to society.

Albany State University – Albany, Georgia

ASU is the finest University in Southwest Georgia, with the Fourth highest graduation rate in the state of Georgia, while offering the ability to customize education to each individual's needs. The campus setting is as diverse as the opportunities that it offers. **Albany State University** offers degrees in over 30 majors, an astounding graduate school and small classroom setting that allow each student to have a personal relationship with each instructor. Here at Albany State University we pride ourselves on providing each student with the opportunity to receive the highest quality education in a wide range of disciplines.

Alcorn State University – Lorman, Mississippi

Founded in 1871, Alcorn State University is a land-grant institution and was the nation's first state-supported institution for the higher education of African Americans. Alcorn State University is located on 1700 acres of scenic land in southwest Mississippi, seven miles west of Lorman, seventeen miles southwest of Port Gibson, and about halfway between Vicksburg, to the north, and Natchez, to the south. Seven schools offer programs leading to the associate, baccalaureate, master's, and specialist degrees. Approximately 2,705 full-time undergraduates (997 men, 1,708 women); 220 part-time undergraduates; 175 graduate students ; total enrollment 3,100. Alcorn State University has received recognition throughout the United States of America for its excellence in liberal arts, agricultural research, technology, nursing and fine arts.

Claflin University – Orangeburg, South Carolina

Claflin University, founded in 1869, is the oldest historically black college or university in the state of South Carolina. *U.S. News & World Report* in **America's Best Colleges 2005** ranks Claflin number nine in the "Top Ten" and the "Best Value" among Southern Comprehensive Colleges for students working toward a bachelor's degree. A small university offering a big educational experience, Claflin has long been recognized for the rich legacy of its graduates' achievements in medicine, law, teaching, and dozens of other professions. Committed to maintaining the very highest standards of academic excellence, Claflin is gaining ever-greater *national* recognition as a premier comprehensive institution in the southeastern region of the United States.

Clark Atlanta University – Atlanta, Georgia

On July 1, 1988, two private historically black institutions - Atlanta University and Clark College consolidated to form Clark Atlanta University. This new educational institution which unites the strengths of both parent institutions is uniquely positioned to respond to challenges facing America now and for the future. Clark Atlanta University's vision is national preeminence built on a strong foundation, long traditions of academic excellence and proven reputations in higher education. This commits students not only to excel in their professional careers and personal lives, but also to seek new knowledge and solutions to pressing problems of humankind. Towards this end, the University encourages attainment of outcomes expressed in its dual mottos, "I'll Find a Way or Make One" and "Culture for Service".

Delaware State University, Dover, Delaware

Delaware State University is a public, comprehensive, 1890 land-grant institution. The mission of the University is to provide for the people of Delaware and others who are admitted, meaningful and relevant education that emphasizes both the liberal and professional aspects of higher education. Within this context, the University provides educational opportunities to all qualified citizens of this state and other states at a cost consistent with the economic status of the students as a whole. While recognizing its historical heritage, the University serves a diverse student population with a broad range of programs in instruction, service, and research, so that its graduates will become competent, productive and contributing citizens.

Fayetteville State University, Fayetteville, North Carolina

A comprehensive institution. Instructional programs at the undergraduate level are organized under the schools of Business and Economics, Education, and the College of Arts and Sciences. Provides undergraduate instruction in the educational center at nearby Fort Bragg/Pope AFB. Offers graduate degrees in elementary education, middle grades education, special education, educ. admin. and supervision, secondary education, business administration, English, history, biology, mathematics, psychology, political science, sociology, master of arts in teaching, and doct. in educ. leadership. Established as Howard School in 1867. Became state-supported State Colored Normal School in 1877, and became Fayetteville State College in 1963 and Fayetteville State University in 1969. Merged into the University of North Carolina in 1972.

Florida A&M University, Tallahassee, Florida

Florida A&M University is a four-year, public, co-educational and fully accredited institution of higher learning. The main campus is spread over 419 acres located on the highest of seven hills in Tallahassee, the capital of Florida. Florida A&M University student enrollment population consists primarily of undergraduates (students enrolled at the lower division). Florida A&M University offered 108 undergraduate degrees in 64 undergraduate programs and 60 graduate degrees in 32 graduate programs (includes 1 professional and 7 doctoral degrees) within its 12 Schools and Colleges. The doctor of philosophy is offered in the College of Pharmacy and Pharmaceutical Sciences, College of Education and FAMU/FSU College of Engineering.

Hampton University – Hampton, Virginia

Hampton University has embraced the principles of "Education for life" and learning by doing," since its founding in 1868 during the days of reconstruction. In 1984, Hampton's Board of Trustees formally adopted a university structure and changed the name to Hampton University, which today represents the unparalleled standard of excellence in American higher education. The University is comprised of six schools: the schools of Business, Engineering and Technology, Liberal Arts and Education, Nursing, Pharmacy, and Science; a Graduate College and a College of Continuing Education. The University offers 38 bachelor's degree programs, 14 master's degree programs, and the doctoral or professional degree in nursing (Ph.D.), physics (Ph.D.), physical therapy (DPT), and pharmacy.

Jackson State University – Jackson, Mississippi

Jackson State University is a historically Black, coeducational, research-intensive public institution of higher learning that has been designated by the Board of Trustees of State Institutions of Higher Learning as the urban institution of Mississippi. The University functions as a community of learners in which teaching, research and service are central to its total learning environment. While Jackson State remains proud of its heritage as one of America's leading HBCUs, it has become an increasingly diverse institution offering a myriad of opportunities for personal growth and achievement. The more than 6,200 students enrolled at Jackson State come from every county in Mississippi as well as from across the United States and from numerous foreign countries.

Lincoln University of Missouri – Jefferson City, Missouri

Lincoln University is an 1890 land grant, comprehensive institution which is part of the Missouri state system of higher education. Founded in 1866 through the cooperative efforts of the enlisted men and officers of the 62nd and 65th Colored Infantries, Lincoln University was designed to meet the education and social needs of freed African-Americans. While remaining committed to this purpose, the University has expanded its historical mission to embrace the needs of a significantly broader population reflecting varied social, economic, educational and cultural backgrounds. The University provides student-centered learning in a nurturing environment, integrating teaching, research and service. Lincoln University offers relevant, high quality undergraduate and select graduate programs that prepare students for careers and lifelong learning. These programs are grounded in the liberal arts and sciences and focused on public service professions that meet the academic and professional needs of its historical and statewide student clientele.

Morgan State University – Baltimore, MD

For over 130 years, Morgan State University has been an important part of the higher education system in the State of Maryland, and the nation. Throughout its history, Morgan has served the community with distinction while meeting the educational needs of an increasingly diverse society. Morgan's mission is to serve a multi-ethnic and multi-racial student body and to help ensure that the benefits of higher education are enjoyed by a broad segment of the population. To accomplish this, the University offers a comprehensive program of studies at the undergraduate level and degrees in selected fields at the master's and doctoral level. A high quality educational program is offered by a full-time faculty of almost 300. In addition, Morgan's instruction is integrated with its research and community service activities to help students comprehend how what they learn in the classroom can be applied to help their immediate community and society as a whole.

North Carolina Central University – Durham, North Carolina

North Carolina Central University is a comprehensive university offering programs at the undergraduate and graduate levels. It is the nation's first public liberal arts institution founded for African Americans. The University maintains a strong liberal arts tradition and a commitment to academic excellence in a diverse educational and cultural environment. It seeks to encourage intellectual curiosity and to enhance the academic and professional skills of its students and faculty. The mission of the University is to prepare students academically and professionally and to promote consciousness of social responsibility and dedication to the advancement of the general welfare of the people of North Carolina, the United States and the world. The University will serve its traditional clientele of African-American students; it will also expand its commitment to meet the educational needs of a student body that is diverse in race and other socioeconomic attributes.

Prairie View A&M University – Prairie View, Texas

Prairie View A&M University is a comprehensive public institution of higher education. Part of the Texas A&M University System, it is a land-grant university authorized under the Morrill Acts of 1862 and 1890. The main campus is located in Waller County, approximately forty miles northwest of Houston, Texas and one mile north of Texas Highway 290 on University Drive (Farm Road 1098). A College of Nursing branch facility is located at 6436 Fannin Street in the Texas Medical Center in Houston, Texas. Prairie View A&M University is a state-assisted institution by legislative designation, serving a diverse ethnic and socioeconomic population. Having been designated by the Texas constitution as one of the three “institutions of the first class” (1984), the University is committed to preparing undergraduates in a range of careers including but not limited to engineering, computer science, natural sciences, architecture, business technology, criminal justice, the humanities, education, agricultural sciences, nursing, mathematics, and the social sciences.

Savannah State University – Savannah, Georgia

For 121 years, Savannah State University has been an important part of higher education. Savannah State University, the oldest public historically black university in the State of Georgia, develops productive members of a global society through high quality instruction, scholarship, research, service and community involvement. The University fosters engaged learning and personal growth in a student-centered environment that celebrates the African American legacy while nurturing a diverse student body. Savannah State University offers graduate and undergraduate studies including nationally accredited programs in the liberal arts, the sciences and the professions.

Southern University and A&M College – Baton Rouge, LA

Southern University and A&M College had its beginning in New Orleans, Louisiana, in 1880. It is a publicly supported, coeducational, land-grant, historically Black, comprehensive institution offering four-year, graduate, professional, and doctoral degree programs. The University today is part of the only historically black Land Grant university system in the United States. It offers bachelor's degrees in 42 areas, 19 master's, five doctoral, and two associate degrees. An average of 9,000 students are enrolled each year at the Baton Rouge campus. Southern University and Louisiana State University (LSU) in Baton Rouge conduct cooperative programs. Southern University and LSU offer a dual degree program in chemistry-chemical engineering. Cooperative programs in electrical, mechanical, and civil engineering are offered with Jackson State University in Mississippi and Xavier University of New Orleans.

Tennessee State University – Nashville, Tennessee

Tennessee State University is a comprehensive, urban, coeducational land-grant university founded in 1912. The 450-acre main campus, with more than 65 buildings, is located in a residential setting; the Avon Williams Campus is located downtown, near the center of the Nashville business and government district. Organized as the Agricultural and Industrial State Normal School in 1909; began serving students on June 19, 1912; raised to the status of a four-year teachers' college in 1922; elevated to full-fledged land-grant university status by the Tennessee State Board of Education in 1958. Tennessee State University offers 42 baccalaureate degrees and 21 master's degrees, as well as the two-year Associate of Science degree in nursing and dental hygiene, and doctoral degrees in public administration, administration and supervision, curriculum and instruction and psychology.

University of District of the Columbia – Washington, D.C.

The University of the District of Columbia is the only public institution of higher education in the District of Columbia. Chartered in 1974 from three other institutions of higher learning, this Historically Black College/University maintains an open admissions policy, and is the only urban land-grant institution in the nation. The University of the District of Columbia is, at once, very old and very new. The seeds of higher education for the District were planted in 1851 when Myrtilla Miner founded a school for colored girls. The University currently offers over 75 undergraduate and graduate academic degree programs through the following college and schools College of Arts and Sciences, School of Business and Public Administration, School of Engineering and Applied Sciences, and the UDC David A. Clarke School of Law.

University of West Indies – Kingston, Jamaica

The University of the West Indies is the premier tertiary teaching institution in the Caribbean and is housed in three separate campuses within the region, Jamaica, Trinidad and Tobago and Barbados. Student enrollment at Mona for the academic year 1998-99 totaled almost 11,000 students.

Winston Salem State University

Winston-Salem State University is a premier, master's level public institution that develops the skills and values students need to contribute and succeed in the changing economy of the 21st Century. Its world-class degree programs in growing fields such as health sciences, information technology, financial services and teacher education, offer the flexibility to accommodate diverse life situations of both traditional and non-traditional students ranging from recent high-school graduates to working adults. **Location:** Winston-Salem, NC; **Founded:** 1892; **Status:** Public, master's level coeducational (a constituent institution of the University of North Carolina). Winston-Salem State University is a historically black institution with a diverse enrollment; **Enrollment:** Nearly 6,000; **Academic Majors:** 43; **Graduate Programs:** 12; **Motto:** "Enter to Learn, Depart to Serve."; **School Colors:** Red and White; **Team Name:** Rams; **Conference:** Mid-Eastern Athletic Conference; **Full-Time Faculty:** Over 200; **Tuition:** Undergraduate Tuition and Fees and Graduate Tuition and Fees; **Alumni:** 14,000; **Student-to-Faculty Ratio:** 18:1; **Undergraduates Receiving Financial Aid:** 86%; **Undergraduates In-State/Out-of-State:** 86%/14%.

Xavier University

Xavier University of Louisiana, founded by Saint Katharine Drexel and the Sisters of the Blessed Sacrament, is Catholic and historically Black. The ultimate purpose of the University is to contribute to the promotion of a more just and humane society by preparing its students to assume roles of leadership and service in a global society. This preparation takes place in a diverse learning and teaching environment that incorporates all relevant educational means, including research and community service. Xavier offers preparation in 47 major areas on the undergraduate, graduate, and professional degree levels. The total fall 2010 enrollment was 3,391. Among the 105 Historically Black Colleges and Universities (HBCUs), Xavier currently ranks 6th in funding from Health and Human Services (HHS) and 1st on a per capita basis.

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

OPENING RECEPTION & DINNER

April 14, 2011 6:30 PM

***LOCATION: WESTIN PEACHTREE PLAZA HOTEL
PEACHTREE BALLROOM (8TH FLOOR)***

INTRODUCTION

Mohammad Bhuiyan, Ph.D.
OFC Innovation & Entrepreneurship/FSU

WELCOME

William Clement
Chairman, OFC
Lt. Gen. Arthur Gregg (Ret.)
Chairman Emeritus, OFC

HOST UNIVERSITY GREETINGS

Dr. James Anderson
Chancellor, Fayetteville State University

OPENING REMARKS

Sharon Orlopp, Sam's Club
Herbert Wilkins, Jr., SYNCOM
Vicki Marks, UPS
John P Bilbrey, The Hershey Company
Elliott Branch / Anthony Junior, US Navy
Stanley Fleming, State Farm Insurance
Babak Nouri, SAIC
Benita Fortner, Raytheon

ACKNOWLEDGEMENT

Mohammad Bhuiyan, Ph.D.
OFC Innovation & Entrepreneurship

MUSIC

Bill Odum and Group

**DINNER WILL BE AT THE RESTAURANT YOU SELECTED
NO PROGRAM: ENJOY YOUR FREE TIME**

JAMES ANDERSON: HOST UNIVERSITY GREETINGS



James Anderson
Chancellor, Fayetteville State University

A scholar who is committed to teaching psychology courses and who possess stellar administrative credentials was named the 11th Chief Executive Officer of Fayetteville State University on March 7, 2008. Dr. James A. Anderson, who comes to FSU from the University of Albany in New York, began his duties as Chancellor of the state's second-oldest public institution on June 9, 2008. The appointment was made by Erskine Bowles, President of the 17-campus University of North Carolina System.

Before coming to FSU Chancellor Anderson served as the University of Albany's Vice President for Student Success and Vice Provost for Institutional Assessment and Diversity. He also was a professor in the department of psychology. In 2003, Anderson was recruited to Texas A&M University, a major land-grant institution serving more than 46,000 students, as Vice President and Associate Provost for Institutional Assessment and Diversity. He held that post until joining the University of Albany in 2005. Prior to that Dr. Anderson served an 11-year tenure as Vice Provost for Undergraduate Affairs at North Carolina State University.

Raised in Washington, D.C, Anderson majored in psychology at Villanova University in Pennsylvania, graduating in 1970. He later earned a doctoral degree in the field (1980) from Cornell University in New York. Early in his career, Anderson chaired the Department of Psychology at Xavier University in New Orleans (1976-1983) before joining the Indiana University of Pennsylvania as a professor of psychology. In that role, he was credited with leading a revision of the general education curriculum, as well as the development of the First Year College, the Honors Programs, the Faculty Center for Teaching and Learning, the Minority Engineering Program, and the North Carolina State Diversity Initiative, among others.

Active in professional, civic, and higher-education organizations, Anderson's research and writing have focused on the assessment of student learning, as well as the impact of diversity on student learning, retention, and overall institutional effectiveness. He is the author or co-author of three books, including *The Unfinished Agenda: Brown v. Board of Education* (2004) and *Driving Change through Diversity and Globalization—Transformative Leadership in the Academy* (2007).

A former American Council on Education (ACE) Fellow, Danforth Fellow, and National Learning Communities Fellow, he was honored with the Outstanding Contribution to Higher Education Award (2005) from the National Association of Student Personnel Administrators and the Outstanding Service Award (2004) from the Commission on Human Resources and Social Change of the National Association of State Universities and Land-Grant Colleges (NASULGC). He currently serves on the Board of Trustees of Villanova University and the advisory board of the International Center for Student Success and Institutional Accountability.

SHARON ORLOPP: OPENING RECEPTION REMARKS



Sharon Orlopp
Chief Diversity Officer and
Senior Vice-President
of Corporate People for Wal-Mart Stores, Inc.

Sharon is the Chief Diversity Officer and Senior Vice President of Corporate People for Wal-Mart Stores, Inc where she is responsible for developing a diverse global workforce where all ideas, perspectives and cultures are included. Sharon joined Wal-Mart Stores, Inc. in 2003. Sharon was the Senior Vice President of People for Sam's Club until 2011. Her current responsibilities include diversity and inclusion, associate relations, and policy and for the world's largest retailer.

Prior to joining the company, Sharon was Vice President of Human Resources for Gart Sports where she was responsible for compensation, benefits, training, recruiting, public relations, and investor relations. Sharon also spent 17 years with Footlocker where she worked her way up through the ranks from sales associate to become the Vice President of Human Resource Administration.

Sharon currently sits on the Advisory Council for the Center for Entrepreneurship at Fayetteville State University. She is also a Board Member for Students in Free Enterprise. Sharon graduated magna cum laude from the University of Denver.

HERBERT WILKINS, JR. : OPENING RECEPTION REMARKS



Herbert Wilkins, Jr.
General Partner
SYNCOM

Mr. Herbert Wilkins, Jr. is the General Partner of SYNCOM. He joined SYNCOM in 1992. During the subsequent 15 years he has held the title of analyst, associate, and senior associate. He has analyzed and invested in numerous portfolio companies. In addition, Mr. Wilkins has held operational positions in radio stations and cable television systems the firm has owned. He currently serves on the boards of Si TV, TMX Communications, and Simplink, Inc. He is a Board Observer on the NewComm Wireless Services, Inc. Board. Prior to joining SYNCOM Mr. Wilkins served as a sales professional for a commercial and residential real estate developer on a number of projects in Maryland and Washington D.C. He joined the Firm as an investment analyst moving to associate and serving in that position until leaving to attend graduate school. In 1997, he rejoined SYNCOM as a Senior Associate. He was named General Partner in 2006.

Mr. Wilkins received a B.S. in Marketing from the University of Maryland and an M.B.A. from the F.W. Olin School of Business at Babson College.

VICKI MARKS: OPENING RECEPTION REMARKS



Vicki Marks
Marketing Director, Strategy for UPS Capital
The Hershey Company

Vicki Marks is the Marketing Director, Strategy for UPS Capital, the financial services business unit of UPS. Ms. Marks is a 15 year veteran of UPS. Ms. Marks has over twenty years of b-to-c and b-to-b marketing experience with Fortune 500 corporations in the manufacturing and service sectors and has worked as a consultant with Booz, Allen & Hamilton where one of her clients was AT&T.

Ms. Marks has a BA in Economics from Dartmouth College, an MBA in Marketing from the University Of Chicago Graduate School Of Business and a certificate in Strategic Marketing Management from the Emory University Goizueta School of Business, Executive Education Program.

J P BILBREY: OPENING RECEPTION REMARKS



John P Bilbrey
Senior Vice President and Chief Operating Officer
The Hershey Company

John P. Bilbrey is Executive Vice President and Chief Operating Officer for The Hershey Company. In this position, he is responsible for the execution of Hershey's Global business strategies and operations. Prior to his current position, Bilbrey was Senior Vice President, President Hershey North America and before that, President Hershey International, where he was responsible for directing the company's international businesses and the execution of its global strategy.

Bilbrey joined The Hershey Company in 2003 from Mission Foods, where he served as Senior Vice President. Before joining Mission Foods, he was President and Chief Executive Officer, Danone Waters of North America, Inc., a division of Groupe Danone, Paris, France. In this position, he was responsible for all operations of Groupe Danone's North American water division.

Additionally, he spent 22 years at The Procter & Gamble Company where he began his career as a Sales Representative. He served in positions of increasing responsibility in both the U.S. Domestic business as well as International assignments. He has broad international experience and has lived and worked in the Middle East, North Africa and Asia.

Bilbrey serves on the board of directors of McCormick & Company (MKC).

Bilbrey is also a member of the Business Advisory Council of the College of Business Administration at Kansas State University and the Industry Affairs Council of the Grocery Manufacturers Association.

He received his bachelor's of science degree, with a major in psychology, from Kansas State University. He and his wife have three sons and one daughter.

ELLIOTT BRANCH: OPENING RECEPTION REMARKS



Elliott B. Branch

**Executive Director of Acquisition & Logistics Management
Office of the Assistant Secretary of the Navy (RD&A)**

Elliott B. Branch is the Executive Director of Acquisition & Logistics Management, Office of the Assistant Secretary of the Navy (RD&A). Prior to that, he was the executive Director of Contracts, Naval Sea Systems Command (NAVSEA). He has full authority and responsibility for one of the largest and most responsible procurement organizations in the Federal government; his duties involve the obligation and expenditure of billions of dollars annually. As the senior civilian for contracting at NAVSEA, Mr. Branch was responsible for the contractual oversight of the Nation's most complex shipbuilding and weapons systems procurement programs.

He is a member of the Senior Executive Service (SES). Members of the SES serve in the key positions just below the top Presidential appointees. They are the major link between these appointees and the rest of the Federal work force. SES members operate and oversee nearly every government activity in approximately 75 Federal agencies.

Before returning to NAVSEA, Mr. Branch's most recent positions have been in the private sector, where he specialized in acquisition and project management education, training and consulting for the federal workforce and its associated contractors. In this role, Mr. Branch was responsible for the design, development, delivery and maintenance for a wide variety of course material ranging from project management to contract law. Mr. Branch's clients included Computer Sciences Corporation, QSS Group, BAE Systems, the Pension Benefit Guarantee Corporation, and the Depts. of Defense, Energy and State.

Prior to that, he served as the Chief Procurement Officer for the Government of the District of Columbia. Mr. Branch led a staff of over 200 employees that supported over 40 city agencies, administered a \$15 million annual operating budget, and oversaw the placement of \$1.5 billion, annually, in city contracts.

Before joining the District government, Mr. Branch held various positions in the SES with the Department of the Navy (DON). In 1993, he became a member of the SES as the Director, Shipbuilding Contracts Division, at NAVSEA. He next served as Executive Director, Acquisition and Business Management for DON, responsible for policy and oversight of contract operations throughout the entire Navy. While in this position, he also served as Project Executive Officer, Acquisition Related Business Systems. In this role, he was responsible for the formulation and execution of a multi-year effort transforming the Navy's acquisition system from a paper-based system into one that made use of electronic technologies and methods. In this role, Mr. Branch was directly responsible for a portfolio of projects worth more than \$200 million.

Mr. Branch graduated with a Bachelor of Science Degree in Economics from the University of Pennsylvania and completed the Executive Program at the University of Virginia, Colgate-Darden School. He has received the Navy Distinguished Civilian Service Medal, the David Packard Excellence in Acquisition Award, the Presidential Rank Award for Meritorious Executive, and the Vice Presidential Hammer Award for Reinventing Government.

ANTHONY JUNIOR: OPENING RECEPTION REMARKS



Dr. Anthony Junior
Director, HBCU/MI Program Office
Department of the Navy

Dr. Junior serves as the Director, Department of the Navy's (DON) Historically Black Colleges and Universities/Minority Institutions (HBCU/MI) Program Office. Dr. Junior issues program guidance and administrative instructions and monitors their implementation. He has the responsibility to encourage, develop, implement, manage, evaluate and report on activities and programs that strengthen and support the capabilities of HBCU/MIs to participate in Naval science and technology research programs, education programs, and contracting opportunities .contract work. Dr. Junior is the principal advisor to the Chief of Naval Research, Director of the Navy's Small and Disadvantaged Business Utilization Program, and the Director of Research and Technical Director of the Office of Naval Research (ONR) on issues related to HBCU/MIs.

In addition, Dr. Junior manages the education, outreach, and workforce development program portfolio for ONR. In this capacity, Dr. Junior develops, implements, and manages programs and activities to enhance the quality and increase the number of US scientists and engineers trained to pursue DoD technical requirements.

Dr. Junior served as Deputy Director, ONR Small and Disadvantaged Business Utilization and Deputy Director, Systems Engineering Division at the Office of Naval Research. He has also served as Director of Computer Security, as a systems engineer, and as a systems programmer at the ONR.

Dr. Junior earned his Ph.D. in urban higher education administration from Jackson State University, Jackson, MS. Dr. Junior attended Assumption College, Worcester, MA and Strayer University, Arlington, VA where he earned a B.S. in Business Administration and a Masters in Business Administration. He also earned a professional certificate in finance for managers from the Harvard University Business School. Dr. Junior is a DoD Acquisition Professional and an industry certified systems engineer/systems programmer.

BENITA FORTNER: OPENING RECEPTION REMARKS



Benita Fortner
Director of Supplier Diversity
Raytheon Company

Benita Fortner is the director of supplier diversity for Raytheon Company. She assumed the position in September of 2000 after serving as the socioeconomic program manager for Raytheon Systems Company. Prior to that she served as the corporate liaison officer and manager of socioeconomic programs for Hughes Electronics Corporation wherein she held numerous management positions over a twenty eight year career.

Ms. Fortner currently serves as one of three co-chairs of TRIAD (an aerospace and defense industry group focused on government small business issues.) She serves as chair of the Advisory Board for the Tuck Minority Business Executive Programs and was recently accepted onto the Board of Overseers for the Tuck School of Business at Dartmouth. She is the outgoing chair of the board of directors for Diversity Information Resources and currently serves on the boards of the National Minority Supplier Development Council, the New England Minority Supplier Development Council, the Women's Business Enterprise National Council, the Business Consortium Fund and the National Center for American Indian Enterprise Development.

Ms. Fortner has been involved in minority and women business outreach and development for over eighteen years. Her leadership roles in government and industry include: the National Chair for MED Week 2002 – 2004 and was named Chair Emeritus in 2005; the U. S. Small Business Administration's Small Business Week Planning Committee for over fifteen years. She is a past chair of the National Minority Supplier Development Council's Chair Person's Committee, the Southern California Regional Purchasing Council, and past Executive Committee Member of NMSDC. She has participated in a myriad of supplier diversity and development conferences and seminars from planning and facilitating to speaking and conducting workshops.

In her previous position as procurement manager at Hughes Aircraft Company, she was instrumental in significantly increasing the number of corporate agreements awarded to minority suppliers, implementing supplier customer feedback sessions, second tier alliances, and electronic data interchange as a corporate agreement purchasing vehicle.

Ms. Fortner is a native Californian, and the mother of two adult children. She was born in Los Angeles and grew up in the inner city, working in her father's family owned business. She served on the Youth Motivation Task Force as a volunteer for over twenty years. She has also served as an Advisory Board Member to Yo-San University (School of Traditional Chinese Medicine). Ms. Fortner holds a B.S.L. and Jurist Doctors Degree from Golden West University.

STANLEY FLEMING: OPENING RECEPTION REMARKS



Stanley Fleming

Director of the Multicultural Business Development Group
State Farm Insurance

Stanley Fleming, Sr. is the Director of the Multicultural Business Development Group, State Farm Insurance Company. His role is looking holistically at the organization and how we can deepen our relationships in the multicultural markets. Stanley began his career as a State Farm Agent in Des Moines, IA 1985. He was promoted and moved through several leadership roles in the Central Regional Executive Office in Lincoln, NE. Stanley moved to State Farm Corporate Headquarters in 1998; where he created an Alliance between State Farm and Fortis Health Insurance Company, now known as Assurant. Stanley serves on his local Urban League Board. He is the Membership Chairman for the 100 Black Men of Central IL Chapter. He is a member of the National Black MBA Association.

Stanley holds a Bachelor's Degree in Political Science / Government from the University of Missouri, Kansas City. He attended Kellogg Graduate School of Management and Insead Graduate School in Fontainebleau, France.

BABAK NOURI: OPENING RECEPTION REMARKS



Babak Nouri
Director of Small Business
SAIC

Babak Nouri is the Director of SAIC's Small Business Development Program. Under his direction, the Small Business Office supported SAIC business units in securing an annual average of \$2.5 billion dollars in contract ceiling awards. Mr. Nouri oversees four primary activities at SAIC: Working with the SAIC business units to win business through the identification of capable and innovative small business partners and formulation of winning strategies; Meeting with small businesses to establish, develop, and strengthen relationships for teaming purposes as well as potential acquisitions; Overseeing the company's mentor-protégé program; Ensuring that SAIC meets / exceeds its small business subcontracting goals. Prior to joining the Small Business Office in August 2003, Mr. Nouri served as a deputy program manager overseeing a multi-million dollar effort with the Securities and Exchange Commission (SEC) in the SAIC Homeland and Civilian Solutions Business Unit. In this role, Mr. Nouri helped increase revenues by 100% in less than a year while maintaining a high customer satisfaction rating. This is his second tenure with SAIC having previously served as a project manager from 1993 – 1997. During his first tenure from 1993 – 1997, Mr. Nouri served as a project lead on various telecommunications and information technology projects in support of the Department of Veterans Affairs in the Heath Solutions Business Unit. In between his tours at SAIC, Mr. Nouri held executive positions in two small businesses. In 1997, he left SAIC and joined a small management and technical consulting firm - the NDC Group, as part of the senior management team and director of the telecommunications practice. He played a key part in the company growing from 45 to over 400 people in less than 18 months. In late 1998, the company was sold to Metamor Worldwide, and was successfully spun off as a public company in July of 1999. Following completion of the sale to Metamor, Nouri joined an Internet start-up, telezoo.com, as the Vice President of Operations where he was responsible for the company's sales, customer support and financial operations. Under his direction, the firm had three successive years of over 100% annual growth in revenues and completed three successful capital funding events securing nearly \$10M in investments. Prior to his departure, Mr. Nouri oversaw the company's pre-IPO activities. In October 2002, he left telezoo.com and returned to SAIC.

Mr. Nouri holds a Bachelor of Science in Mathematics from Bowie State University (MD), a Master and Bachelors of Science in Electrical Engineering from the University of Maryland.

OFC INNOVATION & ENTREPRENEURSHIP

FRIDAY NIGHT DINNER

April 15, 2011 6:00 PM

MUST BOARD THE BUS BY 5:30 PM

LOCATION: GEORGIA FREIGHT DEPOT

NEXT TO UNDERGROUND ATLANTA

SAM'S CLUB EVENING

WELCOME

William Clement, Chairman, OFC

ACKNOWLEDGEMENTS

Mohammad Bhuiyan, Ph.D., OFC Innovation & Entrepreneurship/FSU

INTRODUCTION OF THE ENTREPRENEUR KEYNOTE SPEAKER

Bo Williams, OFC Governor

FRIDAY NIGHT ENTREPRENEUR KEYNOTE SPEAKER

Michael Coles

Chairman and President, Global Onboard Partner

PRESENTATION OF "ENTREPRENEUR SUPPORTER OF HBCUS AWARD"

Sharon Pratt, OFC Governor

Entertainment

INTRODUCTION OF THE CORPORATE KEYNOTE SPEAKER

Bill Cox, OFC Governor

FRIDAY NIGHT CORPORATE KEYNOTE SPEAKER

Brian Cornell

President & CEO, Sam's Club (A Division of Wal-Mart Stores, Inc.)

PRESENTATION OF "2011 OUTSTANDING CEO SUPPORTER OF HBCUS AWARD"

Lt. Gen Arthur Gregg (Ret), Chairman, OFC

INVOCATION

Dinner Served

ANNOUNCEMENT OF FIRST-ROUND WINNERS

Lt. Gen Arthur Gregg (Ret), Chairman, OFC

ENTERTAINMENT: BILL ODUM AND GROUP / CHINESE DANCE COMPANY/ BRENDA WIMBERLEY

MICHAEL COLES: FRIDAY NIGHT ENTREPRENEUR KEYNOTE SPEAKER



Michael Coles
Chairman & President
Global Onboard Partners

Michael serves as the Executive Chairman and President of Global Onboard Partners which specializes in advertising on commercial airlines. In 2009, Michael became the CEO of Boardwalk Investment Group, which operates restaurants under the name Boardwalk Fresh Burgers and Fries. In January 2003, Coles accepted the corporate reins of Caribou Coffee Company. The company was a regional brand with no brand reach outside its existing 11 markets. As Chairman, CEO and President, he extended the brand reach of the Company domestically and internationally by creating a franchise division (domestic and international) a commercial sales division and a strategic alliance strategy. In September of 2005, Caribou became a publicly traded company listed on NASDAQ as CBOU. Coles remains on the Board.

Coles has been an entrepreneur all of his life and put those skills to the test in 1977 when he co-founded the nationally successful Great American Cookie Company with an initial investment of only \$8,000 and grew the company to the largest franchisor of cookies stores in the United States. When Coles sold the company in 1998, it had hundreds of stores nationwide with sales over \$100 million. In 1987, Michael was one of the founders of the Charter Bank and Trust where he served as Board Chairman. He took the holding company public and eventually sold to Synovus Bank.

Always committed to women and minorities' equal opportunities, Coles was presented the National Women's Political Caucus' Good Guy of the Year Award for his work on behalf of women's issues. He joined the ranks of past recipients, including Bill Cosby, Ed Asner, Alan Alda and former Vice President and U.S. Ambassador to Japan, Walter Mondale. On January 9, 2001, Michael was appointed by Governor Roy Barnes to the Board of Regents of the University System of Georgia. The Board of Regents of Georgia oversees the state's 35 universities and colleges. In recognition of Michael's success, leadership and benevolence, Kennesaw State University, under the authority granted by the Board of Regents of the University System of Georgia, has declared that the institution's School of Business be named and known in perpetuity as the **Michael J. Coles College of Business at Kennesaw State University**. In 1991, LSU awarded Michael the title of Certified Franchising Executive (CFE) for all of his efforts and expertise. In 1999, he received the Honorary Doctor of Humane Letters Degree from Kennesaw State University. In 1999, Michael also received the Beta Gamma Sigma Medallion for Entrepreneurship, which is a prestigious national award given to outstanding individuals who combine innovative business achievement with service to humanity. Michael was appointed and served as Chairman of the Georgia Film, Video and Music Advisory Council from 1999 until 2003.

With his wife, Donna, Michael has contributed much of his time and resources to education, the arts, the environment and philanthropic organizations. In 1995, Michael and Donna were honored as the Georgia Philanthropists of the Year by the Georgia Chapter of the National Society of Fund Raising Executives. He lives in Atlanta with his wife Donna and they are the parents of three adult children, Lorin, Jody and Taryn.



Brian C. Cornell
President and Chief Executive Officer
SAM'S CLUB, a division of Wal-Mart Stores, Inc.

Brian Cornell serves as president and CEO of Sam's Club, a division of Wal-Mart Stores, Inc., where he also is an executive vice president of the company. Brian joined Sam's Club in April 2009.

Brian brings a wealth of talent to Sam's Club, the company's members-only warehouse operating segment that serves the needs of individual and small business members. Prior to joining the company, Cornell worked for Michaels Stores, Inc., where he held the position of CEO for the largest specialty retailer of arts and crafts for the hobbyist and do-it-yourself home decorator in North America. Prior to that, Brian was executive vice president and chief marketing officer for Safeway, where he was responsible for the company's marketing, merchandising and distribution operations, as well as its online home delivery business. Brian has also held senior management positions at PepsiCo, including president of Pepsi-Cola North America's Food Services Division and president of Tropicana International.

Brian served on the board of directors for Home Depot from 2007 to 2009. He also served on the Board of Directors for Office Max from 2004 – 2007 and Kirin- Tropicana Inc from 1996 – 2001 and was a member of the Board of Trustees for the Culinary Institute of America.

Cornell earned a bachelor's degree at the University of California Los Angeles (UCLA) and attended its Anderson Graduate School of Management. He and his wife Martha reside in Bentonville, Ark.

OFC INNOVATION & ENTREPRENEURSHIP
BRIDGING THE ENTREPRENEURIAL GAP

VIP LUNCHEON

April 16, 2011 11:30 AM

Atlanta Ballroom C&D

INTRODUCTION

Mohammad Bhuiyan, Ph.D., OFC Innovation & Entrepreneurship/FSU

WELCOME

Lt. Gen. Arthur Gregg, Chairman Emeritus, OFC

INVOCATION

Lunch Served

INTRODUCTION OF THE CORPORATE KEYNOTE SPEAKER

Lt. Gen Arthur Gregg (Ret), Chairman, OFC

CORPORATE KEYNOTE SPEAKER

RECIPIENT OF

"2011 OUTSTANDING

CEO SUPPORTER OF HBCUs AWARD"

Mike Eskew

Former Chairman and CEO, UPS

PRESENTATION OF THE AWARD

Lt. Gen Arthur Gregg (Ret), Chairman, OFC

ANNOUNCEMENT

Mohammad Bhuiyan, Ph.D., OFC Innovation & Entrepreneurship/FSU

MIKE ESKEW: SATURDAY VIP LUNCHEON CORPORATE KEYNOTE SPEAKER



Mike Eskew Former Chairman and CEO UPS

Mike Eskew is the retired chairman and chief executive officer for UPS, a position he held from January 2002 until December 2007. He continues to serve on the Board of Directors. Under Mike's direction, UPS expanded its capabilities into new lines of business that complement the company's global package delivery operations. UPS is developing increasingly sophisticated solutions for its customers by synchronizing the movement of goods, information and funds. These expanded capabilities include multi-modal transportation services, sophisticated technologies, international trade management, supply chain consulting and financial services.

A native of Vincennes, Ind., Mike graduated from Purdue University with a bachelor's degree in industrial engineering. He also completed the Advanced Management Program at the Wharton School of Business. Mike began his UPS career in 1972 as an industrial engineering manager in Indiana. His advancement continued in various positions of increasing responsibility including time with UPS's operations in Germany and with UPS Airlines.

In 1993, Mike was named corporate vice president for industrial engineering. Two years later he became group vice president for engineering. Mike has served as a member of the UPS Board of Directors since 1998. In 1999, he was named executive vice president and a year later was given the additional title of vice chairman. Mike held this position prior to being named UPS Chairman and CEO on January 1, 2002.

Currently, Mike serves as a Trustee of The UPS Foundation and The Annie E. Casey Foundation, which is the country's largest foundation dedicated to disadvantaged youth. In 2003, Mike was appointed to the President's Export Council. He also serves on the Boards of Directors of the 3M Corporation and IBM and as Chair of the Business Strengthening America's Steering Committee.

OFC INNOVATION & ENTREPRENEURSHIP
NATIONAL POLICY FORUM ON
INNOVATION & MINORITY ENTREPRENEURSHIP EDUCATION
APRIL 16, 2011 ATLANTA, GA

Schedule of Events

- 7:00 AM Presidential Breakfast: Atlanta Ballroom D (7th Floor)**
- 8:30 AM - 10:30 AM Special Sessions in Atlanta Ballroom A&B**
- 10:30 AM - 11:30 AM Free Time**
- 11:30 AM VIP Luncheon: Atlanta Ballroom C&D (7th Floor)**
- 1:00 PM Observing One Final Round Business Plan Presentation: Ballroom E+F+G**
- 1:35 PM All Participants Except Students Proceed to Plaza Ballroom (10th Floor)**
- 1:45 PM National Policy Forum Participants Take Assigned Seats**
- 1:55 PM Introduction & Moderation: Dr. Mohammad Bhuiyan, OFC I&E/FSU**
Greetings: Ms. William Clement, Chairman, OFC
Greetings: Dr. James Anderson, Chancellor, Host University
- 2:00 PM PART-I: Graduation and Retention: Innovative & Entrepreneurial way**
Introduction of the Subject: Dr. Beverly Tatum, President, Spelman College
Keynote Speakers:
Introduction of Speaker: Ms. Sharon Pratt, President, OFC
Mr. Erroll Davis, Chancellor, University System of Georgia
Introduction of Keynote Speaker: William Clement, OFC
Dr. Leonard Schlesinger, President Babson College
- 2:30 PM Open Forum**
- 3:00 PM PART-II: CEO Forum on Minority Entrepreneurship**
Introduction of the Subject: Dr. Mohammad Bhuiyan, OFC I&E/FSU
Keynote Speakers:
Introduction of Speaker: Mohammad Bhuiyan, OFC-I&E, FSU
Mr. Dave West, President & CEO, The Hershey Company
Introduction of Keynote Speaker: William Clement, OFC
Mr. Doug Conant, President & CEO, Campbell Soup Company
- 3:30 PM Open Forum**
Participants:
HBCU Presidents & Chancellors
Corporate CEOs and Senior VPs
Foundation Presidents
Military & Government Representatives
Successful Entrepreneurs
Invited Presenters and Guests
Deans and Faculty Advisors
- 4:00 PM End of Session and Ice Cream Break**



Erroll Davis
Chancellor
University System of Georgia

As chancellor of the University System of Georgia, Erroll B. Davis Jr. is responsible for the state's 35 public colleges and universities, approximately 302,000 students, 40,200 faculty and staff, and an annual budget of approximately \$6.3 billion. The University System also has administrative responsibility for the Georgia Public Library Service, which manages the state's 58 public library systems.

Davis took office in early 2006. Previously, he had served as chairman of the board of Alliant Energy Corporation – an energy holding company with \$8.3 billion in total assets and annual operating revenues of \$3 billion at that time – since 2000. Davis joined Alliant in 1998 as president and chief executive officer. He retired from his dual roles as president and CEO in July 2005, and retained the chairman's post until his move to the University System. Prior to the creation of Alliant Energy, Davis served as president and CEO of WPL Holdings, from 1990 to 1998. From 1978 to 1990, he rose through the senior management ranks at Wisconsin Power and Light Company, starting as vice president of finance and ending as CEO and president.

Davis' higher-education experience includes serving as a member of the University of Wisconsin System Board of Regents from 1987 to 1994, and as a former chairman of the board of trustees of Carnegie Mellon University, of which he is a life member. He presently serves as a member of the Southern Regional Education Board and the Board of Trustees of the University of Chicago. A native of Pittsburgh, Pa., Davis earned a bachelor of science in electrical engineering from Carnegie Mellon University in 1965, and a M.B.A. in finance from the University of Chicago in 1967. He is a member of the board of directors of General Motors and Union Pacific Corp., and serves on the National Commission on Energy Policy along with numerous professional associations and civic organizations. He is a former member of the U.S. Olympic Committee Board (2004-2008).

Davis and his wife, Elaine, established the Davis Family Foundation, which makes annual grants to numerous students in need. He is the recipient of numerous honors and awards, including recognition as one of Georgia Trend magazine's "100 Most Influential Georgians" in 2008, the Atlanta Business Chronicle's "100 Most Influential Atlantans" in 2006 and 2007, one of the "75 Most Powerful Blacks in Corporate America" in 2005 by Black Enterprise magazine, one of the "Top 50 Blacks in Technology" at the Black Engineer of the Year 2005 Awards Conference and the Carnegie-Mellon Alumni Distinguished Service Award in 2004. Davis also was named one of the "50 Most Powerful Black Executives in America" by Fortune magazine in 2002 and received the Distinguished Alumnus Award from the University of Chicago's Graduate School of Business in 1993, the same year he received a Bronze Medal in Financial World's "CEO of the Year" competition. In addition, Davis was honored by the magazine U.S. Black Engineer as the "Black Engineer of the Year" in 1988.



Leonard Schlesinger
President
Babson College

Leonard A. Schlesinger became the 12th president of Babson College on July 1, 2008. He came to Babson from Limited Brands, where he served in executive positions from 1999-2007, most recently as vice chairman and chief operating officer. From 1985-1988, President Schlesinger was executive vice president and chief operating officer at Au Bon Pain.

His academic career includes 20 years at Harvard Business School where he served as the George Fisher Baker Jr. Professor of Business Administration, leading MBA and executive education programs. He also was architect and chair of Harvard Business School's MBA Essential Skills and Foundations programs. President Schlesinger is well known for his pioneering research and publications on the "Service Profit Chain."

He is the author or co-author of ten books and has written more than 40 articles for academic audiences as well as for *The New York Times*, *Fast Company*, and *Harvard Business Review*. President Schlesinger currently serves as a member of the board of directors of the Network for Teaching Entrepreneurship (NFTE), a board member of the BJ's Wholesale Club, Inc., a member of the Board of Directors of the Massachusetts Clean Energy Center, a member of the corporation of the Winsor School, serves on the Board of Managers for StriVectin Holdings, LLC, and is a member of the President's Council of the Franklin W. Olin College of Engineering. He also serves as an Advisory Council Member of The 10,000 Small Businesses Initiative, as well as a member of the Council on Competitiveness.

President Schlesinger earned a Doctor of Business Administration from Harvard Business School, an MBA from Columbia University, and a BA in American Civilization from Brown University.

DAVE WEST: NATIONAL POLICY FORUM KEYNOTE SPEAKER



David West
President and Chief Executive Officer
The Hershey Company

David J. West is President and Chief Executive Officer, The Hershey Company, the leading manufacturer of quality confectionery and snack products. Prior to his current position, West was Executive Vice President, Chief Operating Officer, where he was responsible for the company's day-to-day operations, including Hershey's North American Commercial Group, International Commercial Group, and global supply chain activities.

Prior to his role as Executive Vice President, Chief Operating Officer, West was Senior Vice President, Chief Financial Officer. West joined Hershey in 2001 as Vice President, Business Planning and Development, and subsequently was promoted to Senior Vice President, Business Planning and Development. In December 2002, he was promoted to the position of Senior Vice President, Chief Customer Officer, and was named Chief Financial Officer in 2005.

Prior to joining Hershey, West was Senior Vice President/Chief Financial Officer, Nabisco Biscuit and Snacks Group, with responsibility for leading the financial function of Kraft Foods' biscuits, confections and salty snacks businesses, a \$6 billion group.

West joined Nabisco as Senior Cost Analyst, Planters/LifeSavers Company in 1987. During his 14-year career with Nabisco, he held the positions of Vice President, Corporate Strategy and Business Planning, and Director, Investment Analysis, among others. Prior to this, he held positions in finance and accounting with Wearever Proctor-Silex and Unisys.

West received a bachelor's degree, *cum laude*, in business administration from Bucknell University, Lewisburg, Pa. He has served on the board of directors of The Hershey Company since 2008; the board of directors of the Grocery Manufacturers Association since 2007; and on the board of directors of the Tasty Baking Company since December 2003, and is chairman of its Strategic Planning Committee. He is a member of the Kravis Leadership Institute of Claremont McKenna College and the Advisory Council of the Thaddeus Stevens Community College.



Doug Conant
President and Chief Executive Officer
Campbell Soup Company

Douglas R. Conant was appointed President and Chief Executive Officer of Campbell Soup Company in January of 2001. He also was elected a Director of the company at that time. Doug is Campbell's 11th leader in the company's 140 year history.

Under Doug's leadership, Campbell has reversed a precipitous decline in market value and employee engagement. The company has made significant investments to improve product quality and packaging, strengthen the effectiveness of its marketing programs, and develop a robust innovation pipeline. Campbell also has improved its financial profile, enhanced its relationships with its customers, and consistently improved its employee engagement through investments in its organization.

Over the past six years, Campbell has delivered cumulative total shareholder returns in the top tier of the global food industry and has achieved world-class employee engagement levels. As a result, the company has made substantial progress towards achieving its mission of building the world's most extraordinary food company by nourishing people's lives everywhere, every day. The company also is being recognized for its progress, with honors including the 2010 Catalyst Award for helping women develop and advance their careers at Campbell.

Doug joined Campbell with 25 years of extensive food industry experience from three of the world's leading food companies: General Mills, Inc., Kraft, and Nabisco. He began his career in 1976 in marketing at General Mills. After 10 years with General Mills, he then moved to Kraft, where he held top management positions in marketing and strategy. Immediately prior to coming to Campbell, he was president of the \$3.5 billion Nabisco Foods Company where he led that unit to five consecutive years of double-digit earnings growth.

A native of Chicago, he earned his B.A. degree from Northwestern University and his master's degree in business administration from the J.L. Kellogg School of Management at Northwestern.

Doug is Chairman and Trustee of The Conference Board, a Trustee of the International Tennis Hall of Fame in Newport, R.I., and a member of the Board of Directors of the Committee Encouraging Corporate Philanthropy (CECP). He is also an active member and past chairman of the Board of Directors of the Grocery Manufacturers Association (GMA) and the non-profit organization, Students in Free Enterprise (SIFE).

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

RECEPTION & AWARDS BANQUET

PEACHTREE BALLROOM (8TH FLOOR)

April 16, 2011 6:15 PM

WELCOME: William Clement, Chairman, OFC

MISTRESS OF CEREMONIES: Cynne Simpson, WJCL - News8, WDC

HOST UNIVERSITY GREETINGS

James Anderson, Ph.D., Chancellor, Fayetteville State University

ACKNOWLEDGEMENTS: GIVING SPONSOR TROPHIES

Mohammad Bhuiyan, Ph.D.

INTRODUCTION OF CORPORATE KEYNOTE SPEAKER

TRACEY PINSON, DIRECTOR, OSDBU, US ARMY

CORPORATE KEYNOTE SPEAKER AND THE RECIPIENT OF OUTSTANDING ROLE MODEL OF THE YEAR AWARD

Debra Lee

Chairman & CEO, BET Networks

INVOCATION

Dinner Served

INTRODUCTION OF ENTREPRENEUR KEYNOTE SPEAKER

LT. GEN. ARTHUR GREGG (RET.), CHAIRMAN, OFC

ENTREPRENEUR KEYNOTE SPEAKER AND THE RECIPIENT OF ENTREPRENEUR OF THE YEAR AWARD

Chris Williams

Chairman & CEO, The Williams Capital Group

SPECIAL PRESENTATION

William Clement / Lt. Gen. Arthur Gregg (Ret)

WINNING TEAMS AWARDS PRESENTATION

William Clement Mohammad Bhuiyan

ENTERTAINMENT: BILL ODUM AND GROUP / "MILKSHAKE" / BRENDA WIMBERLEY



Debra Lee
Chairman and Chief Executive Officer
BET Networks

Debra Lee is the Chairman and Chief Executive Officer of BET Networks, a unit of Viacom Inc. (NYSE: VIA, VIA.B) and the nation's leading provider of quality entertainment for the African-American audience and consumers of Black culture. Ms. Lee oversees one of the most influential multiplatform media companies in the world, including several cable television networks, digital offerings, and a home entertainment business. BET Networks is committed to providing its audience with quality entertainment that speaks to where they are in their lives and where they want to go. Ms. Lee has led BET's successful original programming strategy that has created hits such as *The Mo'Nique Show*, *Monica: Still Standing*, *Sunday Best* and many more. In addition, Ms. Lee has helped guide BET's reinvigorated approach, which is built on supporting families, embracing and encouraging their dreams, focusing on the issues that are important to them and presenting the freshest talent and entertainment. In September 2009, Ms. Lee managed the launch of CENTRIC, the 24-hour entertainment network featuring the artists, music, series, movies and reality programming that reflects the lifestyle and sophistication of today's African-American and multi-cultural adult. She also oversees the company's current growth initiatives, including international distribution of the brand in the United Kingdom and Africa.

Prior to her being named CEO, Ms. Lee was President and Chief Operating Officer of BET Networks for almost 10 years, during which she guided the company to consistent increases in viewership, revenue and earnings. She first joined BET as Vice President and General Counsel in 1986 after serving more than five years as an attorney with Washington, D.C.-based Steptoe & Johnson, a corporate law firm. Prior to that, she served as a law clerk to the late Honorable Barrington Parker of the United States District Court for the District of Columbia.

Her achievements in a 20-plus year career at BET Networks have earned her numerous accolades from across the cable industry, as well as recognition as one of this country's most respected business executives. She serves on the corporate board of directors of Revlon, Marriott, Eastman Kodak, and Washington Gas & Light. Her business acumen and strategic approach to management make Ms. Lee a popular speaker and lecturer on a range of business topics.

Affiliated with a number of professional, civic, and cultural organizations, Ms. Lee is also a member of the national board of directors for the Alvin Ailey Dance Theater, the National Symphony Orchestra, the Economic Club of Washington and the Kennedy Center's Community & Friends Board. She is also a member of the Board of Trustees for Brown University and also serves on the boards of the Paley Center for Media, the Ad Council, the Grammy Foundation, and was appointed to the Federal Communications Commission's Advisory Committee on Diversity for Communications in the Digital Age.

Ms. Lee earned her juris doctorate at Harvard Law School, while simultaneously earning a master's degree in public policy from the John F. Kennedy School of Government. She graduated from Brown University with a bachelor's degree in political science with an emphasis in Asian politics.



Chris Williams
Chairman and Chief Executive Officer
The Williams Capital Group

Christopher J. Williams is Chairman, CEO and founder of The Williams Capital Group, L.P. and Williams Capital Management, LLC. Mr. Williams began his career with Lehman Brothers in New York, where he was a Senior Vice President with responsibilities in debt capital markets, derivatives and fixed income securities trading. Upon leaving Lehman Brothers in 1992, Mr. Williams formed Williams Financial Markets, a division of Jefferies & Company, which specialized in structuring debt financings for investment grade corporate issuers. In 1993, Mr. Williams was published in two academic textbooks that outlined the uses of financial derivatives in the capital markets, The Handbook of Derivatives & Synthetics and Advanced Interest Rate and Currency Swaps. Chris Williams founded Williams Capital in 1994 and has since directed the firm's strategic effort in investment banking and its expansion into asset management. Both "Fortune" magazine and "Crain's New York Business" selected Chris Williams as one of the most powerful minority business leaders in America.

In 2009, the firm served as lead or co-manager on over 160 corporate debt, agency, and equity offerings with a total face amount of over \$275 billion. Thompson Financial has ranked Williams Capital amongst the top 20 most active underwriters of U.S. taxable fixed income and equity transactions for the past eight years. As a certified minority business enterprise, Williams Capital continues to rank first among its peers in the underwriting of taxable fixed income and equity securities.

Mr. Williams serves on the board of directors for Wal-Mart Stores, Inc and Caesars Entertainment Corporation. He is also an active board member of several higher education institutions, not-for-profit organizations, and corporations. These memberships include Lincoln Center for the Performing Arts, Partnership for New York City, Teachers College at Columbia University, Alvin Ailey American Dance Theater and the Tuck School of Business at Dartmouth College. Mr. Williams is also a member of the Young Presidents' Organization (YPO) and the economic Club of New York and remains a longstanding supporter of the Fresh Air Fund and Partnership with Children.

Chris Williams holds a Master of Business Administration from the Tuck School of Business at Dartmouth College and a Bachelor of Architecture from Howard University.

OFC INNOVATION & ENTREPRENEURSHIP
BRIDGING THE ENTREPRENEURIAL GAP
WINNING TEAM 2001



2001 Winner: Morgan State University

OFC INNOVATION & ENTREPRENEURSHIP
BRIDGING THE ENTREPRENEURIAL GAP
WINNING TEAM 2002



2002 Winner: Clark Atlanta University

OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

WINNING TEAM 2003



2003 Winner: Florida A&M University

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WINNING TEAM 2004



2004 Winner: Bowie State University

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WINNING TEAM 2005



2005 Winner: Fayetteville State University

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WINNING TEAM 2006



2006 Winner: Tennessee State University

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WINNING TEAM 2007



2007 Winner: Fayetteville State University

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WINNING TEAM 2008



2008 Winner: Fayetteville State University

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WINNING TEAM 2009



2009 Winner: Clark Atlanta University

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WINNING TEAM 2010



2010 Winner: Fayetteville State University

MOHAMMAD BHUIYAN, PH.D.

Dr. Mohammad Bhuiyan is the Founding Director of the OFC Innovation & Entrepreneurship. He has over twenty years of experience in dealing with Historically Black Colleges & Universities and minority entrepreneurship issues. For his outstanding work in the entrepreneurship field for HBCUs, Dr. Bhuiyan was awarded 2005 Prestigious "Appel Prize" by Babson College. He is also an Endowed Professor of Entrepreneurship at FSU and the President & CEO of Global Trading and Consulting, Inc., a company that works with start-up ventures as well as major corporations.



Dr. Bhuiyan received his Ph.D. degree from the University of Florida, two MBAs from Georgia State University and the Indian Institute of Management-Bangalore. He has also received leadership and other educational trainings from the Center for Creative Leadership, Emory University, Duke University, American Council on Education, UC-Berkley, MIT, Harvard University KSG and Harvard Business School.

He has worked as a marketing executive and consultant for the British American Tobacco, Pfizer, UNDP, FAO, and a number of other corporations. Dr. Bhuiyan served as Endowed Professor of Entrepreneurship, Assistant Dean, Department Head, and faculty member at Fayetteville State University, Hampton University, Fort Valley State University, Clark Atlanta University, Savannah State University, University of Florida, and the University of Dhaka.

Dr. Bhuiyan's main teaching and research interest are in the areas of entrepreneurship, international business management, and leadership. He offers training programs for business executives and others on "Global Business Culture"(how to deal with people from different cultures and different ethnic background to carryout successful business dealings), "Leadership Development," and "Negotiations."

As a true international expert, he has lived in, worked and traveled to **Argentina, Australia, Austria, Bangladesh, Bermuda, Botswana, Brazil, Canada, Chile, China, Czech Republic, Denmark, Egypt, France, Germany, Greece, Hungary, India, Italy, Jamaica, Japan, Malaysia, Mexico, Norway, Peru, Philippines, Saudi Arabia, Singapore, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, United Arab Emirates, United Kingdom, United States, Zambia, and Zimbabwe**. He is associated with a number of national and international professional, academic, and business associations.

Dr. Bhuiyan is a prolific grant writer and an excellent fund-raiser. He has received many grants and led fundraising efforts for many organizations totaling millions of dollars. He has also served on several nonprofit, civic, and economic development boards of directors, including local **Better Business Bureau, Junior Achievement, American Red-Cross, American Heart Association, IOH, Second Harvest Food Bank, The Rotary Club, City of Savannah Human Resource Commission, and Middle Georgia Regional Cooperation Initiative**.

For his outstanding achievements, Dr. Bhuiyan has been named to the *Who's Who in the World, Who's Who in America, Who's Who in Finance & Industry, Who's Who in the South and Southwest, and International Who's Who of Professional Management*. For his outstanding contribution and leadership, The City Council of Savannah adopted a proclamation to proclaim May 31, 1996 as "**Dr. Mohammad Bhuiyan Day**," and The County of Chatham Commission also adopted a proclamation to proclaim May 24, 1996 as "**Dr. Mohammad Bhuiyan Day**," Dr. Bhuiyan also received numerous awards including Outstanding Teacher of the Year, Best Teacher Award, and Outstanding Leadership Awards. He is also a Recipient of the World Bank Fellowship.

Dr. Bhuiyan and his works have been featured in many daily and other newspapers including **The Fayetteville Observer, Triangle Business Journal, The Atlanta Journal Constitution, Daily Press** (Hampton, VA), **Macon Telegraph** (Macon, GA), **Atlanta Business Chronicle, Savannah Morning News, Georgia Guardian, The State** (Columbia, SC) **Global Fax** (Atlanta, GA), **Atlanta Business Journal, Black Issues in Higher Education, Black Enterprise, and Savannah Business Journal**. Dr. Bhuiyan hosted a highly successful bi-weekly live radio talk show named "**International Business Hour**" for two years at the **WHCJ** station. He has appeared on many news stories and interviews aired on **CNN, ABC, CBS, and NBC** affiliated **TV** stations, cable channels, and other radio stations.

He is a graduate of *Leadership Georgia's Class of 1996*. Dr. Bhuiyan is married to Shamima and has a twenty three year old son, Avi.