

OFC INNOVATION & ENTREPRENEURSHIP

TENTH ANNUAL INNOVATION & ENTREPRENEURSHIP SEMINAR

APRIL 14-17, 2011
ATLANTA, GEORGIA

Chair of Seminar: Dr. Edward Davis
Director of Seminar: Dr. Mohammad Bhuiyan



2011

HOST: FAYETTEVILLE STATE UNIVERSITY

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OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

TENTH ANNUAL

Innovation & Entrepreneurship Seminar

WELCOME



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

Welcome to the Tenth Annual OFC Innovation & Entrepreneurship Seminar 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 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, ConAgra Foods, Georgia Power, and more.

The OFC and the participating HBCUs are indebted to Dr. Edward Davis, Chairman of the Seminar and Dr. Mohammad Bhuiyan, Director of the Seminar, for their support and outstanding leadership. We would also like to thank Mr. William Clement for his leadership in serving as the chairman of the OFC Venture Challenge 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.

The success of the Seminar is largely a function of the quality of the presenters. The presenters are selected for their expertise and experience in entrepreneurship program and curriculum development. They represent a wide variety of academic institutions, government agencies, corporations, and other entities.

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 (President & 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, (Ret.) Chairman Emeritus

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Herbert Wilkins, Sr. Wesley Williams

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ADVISORY COUNCIL

CHAIR

S. THOMAS EMERSON The David T. and Lindsay J. Morgenthaler Professor of
Entrepreneurship, Carnegie Mellon University

MEMBERS

BRAD BURKE Managing Director, Rice Alliance for Technology and
Entrepreneurship, Rice University

TOM BYERS Professor & Faculty Director, Stanford Tech. Ventures

SID CREDLE Dean, School of Business, Hampton University

BOB HISRICH A Malachi Mixon III Professor of Entrepreneurship, Case Western
Reserve University

FRANK HOY Director, Centers for Entrepreneurial DARS,
University of Texas at El Paso

JAMES JOHNSON William Rand Kenan, Jr. Distinguished Professor of Management,
UNC Chapel Hill

ASSAD TAVAKOLI Dean, School of Business, Fayetteville State University

MICHAEL MORRIS Professor and N. Malone Mitchell Chair, Department of
Entrepreneurship, Oklahoma State University

KEN MORSE Managing Director, MIT Entrepreneurship Center

AVERY MUNNINGS Partner, Deloitte

JAGDISH SETH Charles H. Kellstadt Professor of Marketing in the Goizueta
Business School at Emory University

ALVA TAYLOR Prof. of Entrepreneurship, Tuck School of Business, Dartmouth
College

TED ZOLLER Exec. Director, CES (Entrepreneurship), UNC Chapel Hill

MOHAMMAD BHUIYAN Director, OFC Venture Challenge/FSU

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Schedule of Events

Day 1 – Agenda (Thursday, April 14)

- | | |
|---------------------------|--|
| 10:00 AM | Director and Volunteer Leadership Team Arrive |
| 11:00 AM – 6:00 PM | Arrival of Teams/Governors/Judges/Deans/Advisors/Guests |
| 11:00 AM – 6:00 PM | Registration: Atlanta Foyer (7th Floor)
Ask for: "Sun Dial Tour of Atlanta from the Top"
(Tour is available only on Friday) |
| 6:30 PM - 7:30 PM | Reception for All: Peachtree Ballroom (8th Floor)
Hosted by: 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) |
|---------------------------|--|

Day 2 – Agenda (Friday, April 15): Atlanta Ballroom A&B

- | | |
|--------------------------|---|
| 6:45 AM – 5:00 PM | Registration: Atlanta Foyer (7th Floor) |
| 7:00 AM – 8:20 AM | Breakfast: Atlanta Ballroom C (7th Floor) |
| 8:20: AM | All Deans and Advisors Proceed to Atlanta Ballroom A&B |
| 8:30 AM | Exhibit Booths Open (remains open until Saturday 5:00 PM) |
| 8:30 AM – 9:45 AM | Innovation & Entrepreneurship Seminar: Atlanta Ballroom A&B |
| 8:30 AM | Introduction
MOHAMMAD BHUIYAN, Director of the Seminar
EDWARD DAVIS, Chairman of the Seminar |
| 8:35 AM | Welcome
WILLIAM CLEMENT, Chairman, OFC |

BIL COX, OFC Governor
THOMAS DORTCH, OFC Governor

8:40 AM **Greetings from Host Institution**
ASSAD TAVAKOLI, Dean School of Business, FSU (Host)

8:45 AM **Interactive Session on State of the HBCU Innovation & Entrepreneurship**
MOHAMMAD BHUIYAN, OFC-VC/FSU
EDWARD DAVIS, Clark Atlanta University
DONALD ANDREWS, Southern University-Baton Rouge
Courtesy: Turning Technologies

9:45 AM **All Deans and Advisors Proceed to Ballroom E+F**

10:00 AM ATLANTA BALLROOM E+F
Business Plan Competition: General Orientation

Day 2 – Agenda (Friday, April 15)

10:00 AM ATLANTA BALLROOM E+F
Business Plan Competition: General Orientation
LT. GEN. ARTHUR GREGG, USA (Ret.), Chairman, OFC
BILL COX, OFC Governor
MOHAMMAD BHUIYAN, Director, OFC I&E/FSU

10:20 AM **Breakout Sessions: Observing the Business Plan Competition**

Track-1: Atlanta Ballroom G+H

Morgan State University
Jackson State University
Alabama A&M University
Florida A&M University
University of West Indies
Fayetteville State University
Delaware State University

Track-2: Atlanta Ballroom D

Southern University
University of The District of Columbia
Clark Atlanta University
North Carolina Central State University
Hampton University
Prairie View A&M University
Tennessee State University

Track 3: Atlanta Ballroom E

Winston Salem State University
Xavier University
Alcorn State University
Savannah State University
Claflin University
Lincoln University of Missouri
Albany State University

- 11:30 AM – 1:00 PM **Lunch: Augusta I, II, & III and Vinings**
- 1:00: PM All Presidents, Deans & Advisors Seat at the Atlanta Ballroom A&B**
- 1:00 PM **Accreditation: Innovative and Entrepreneurial Way**
JOSEPH SILVER, Sr., Provost, Clark Atlanta University
- 1:45 PM **Facilitation of Company Formation by University Faculty/ Administrators, Licensing, and Technology Transfer**
MICHAEL POISEL, UPSTART Program Director in the Center for Technology Transfer at the University of Pennsylvania
HEATHER STEINMAN, Associate Director, Life Sciences Licensing & UPSTART Program for the Center for Technology Transfer at the University of Pennsylvania.
- 2:30 PM **Entrepreneurship 360 Degrees: Innovation, Idea Generation, Funding, Implementation, and Exit Strategy**
C. N. MADHUSUDAN, CEO, VectorSpan, Inc. (Coordinator)
RAJ DESHPANDE, CEO, Pulseworks, Inc.
BIJAN KHOSRAVI, CEO, inBounce entrepreneurship
FAZLUR RAHMAN, MD, West Texas Medical Associates
RAJAN SHAMDASANI, CEO, American Uniforms, Inc.
- 3:15 PM **Ice Cream Break: Atlanta Foyer (7th Floor)**
- 3:30 PM **U.S. Presidential Initiative on Innovation and Entrepreneurship**
BARRY JOHNSON, Senior Policy Advisor in the Office of Innovation and Entrepreneurship, Obama Administration
ALEXANDER NICHOLAS, Senior Policy Advisor in the Office of Innovation and Entrepreneurship, Obama Administration
- 4:15 PM **Session Ends**

Day 2 – Agenda (Friday, April 15)

- 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**
- Announcement of 6 First Round Winners**
- Live Entertainment**

9:45 PM

Buses Depart for Westin Hotel

Day3 – Agenda (Saturday, April 16): Atlanta Ballroom A&B

7:00 – 8:20 AM

Breakfast: Atlanta Ballroom C

8:20: AM

All Presidents, Deans & Advisors Proceed to A&B

8:30 AM

Opportunities Available for HBCUs in the Federal Agencies and Institutes.

DURYASH ILA, Professor of Physics, AA&MU and Expert on Grants and Contracts

ENAM CHOWDHURY, Senior Research Scientist, Ohio State University

9:15 AM

SPECIAL SESSION:

Innovation & Entrepreneurship from Global Perspective

JAGDISH (JAG) SHETH, Charles H. Kellstadt Professor of Marketing in the Goizueta Business School at Emory University

10:00 AM

Innovation and Entrepreneurialism in Grooming the Next Generation of HBCU Leaders: The ACE Fellows Program

SHARON McDADE, Director, ACE Fellows Program

10:30 AM

End of Session and Break

All President, chancellors, judges, presenters, deans, and advisors are invited to the VIP Luncheon

11:30 AM

VIP Luncheon: Atlanta Ballroom C&D

Keynote Speaker MIKE ESKEW, Chairman & CEO, UPS (Ret.)

12:45 PM

All Participants Proceed to Atlanta Ballroom E+F+G: Final Round

1:00 PM

Observing One Final Round Business Plan Presentation

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: 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

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LIST OF PRESENTERS
(IN THE ORDER OF APPEARANCE)

MOHAMMAD BHUIYAN Director, OFC Venture Challenge

EDWARD DAVIS Dean, School of Business, Clark Atlanta University

WILLIAM CLEMENT Vice Chairman, OFC

THOMAS DORTCH, JR. OFC Governor

BILL COX OFC Governor

ASSAD TAVAKOLI Host Dean, SBE, Fayetteville State University

DONALD ANDREWS Dean, School of Business, Southern University BR

JOSEPH SILVER, Sr. Provost, Clark Atlanta University

MICHAEL POISEL Director, UPSTART Program, Univ. of Pennsylvania

HEATHER STEINMAN Associate Director, Licensing, Univ. of Pennsylvania

C. N. MADHUSUDAN CEO, VectorSpan, Inc.

RAJ DESPANDE CEO & Founder, Pulseworks, Inc.

BIJAN KHOSRAVI CEO, inBounce, Inc.

RAJAN SHAMDASANI CEO, American Uniforms, Inc.

FAZLUR RAHMAN, M.D. West Texas Medical Group

BARRY JOHNSON U.S. Department of Commerce

ALEX NICHOLAS U.S. Department of Commerce

DARYUSH ILA Professor & Director, AAMURI

ENAM CHOWDHURY Senior Scientist, Ohio State University

JAGDISH SHETH Charles H. Kellstadt Chair of Marketing, Emory Univ.

SHARON McDADE Director, ACE Fellows Program

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BUSINESS SCHOOL DEAN PARTICIPANTS

Participating Institutions:

Alabama A&M University	Dr. Amin Sarkar
Albany State University	Dr. Kathaleena Monds
Claflin University	Dr. Harpal Grewal
Clark Atlanta University	Dr. Lydia McKinley Floyd
Delaware State University	Dr. Young Kwak
Florida A&M University	Dr. Bobby Davis
Fayetteville State University	Dr. Assad Tavakoli
Hampton University	Dr. Sid Credle
North Carolina Central University	Dr. Sundar Fleming
Savannah State University	Dr. Reginald Leseane
Southern University	Dr. Donald Andrews
Tennessee State University	Dr. Tilden Curry
University of The District of Columbia	Dr. Charles Mahone
Winston-Salem State University	Dr. Jessica Bailey
Xavier University	Dr. Anil Kukreja

GUEST DEAN PARTICIPANTS

Bluefield State College	Dr. Steve Bourne
Cheney University of PA	Dr. Lanel Fannagan
University of Arkansas at Pine Bluff	Dr. Carla M. Martin

ENGINEERING DEAN PARTICIPANTS

Delaware State University	Dr. Noureddine Melikechi
Jackson State University	Dr. Mark Hardy
Prairie View A&M University	Dr. Kendall Harris
Southern University, BR	Dr. Habib Mohamadian

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ADVISOR/FACULTY PARTICIPANTS

Alabama A&M University	Dr. Larry McDaniel
Albany State University	Dr. Jonathan Elimimian
Alcorn State University	Dr. Kimball Marshall
Claflin University	Dr. Benjamin Yumol
Clark Atlanta University	Dr. Edward Davis
Delaware State University	Dr. Young Kwak
Fayetteville State University	Dr. Rmmohan Yallapragada
Florida A&M University	Dr. Jennifer Collins
Jackson State University	Dr. Mary White
Lincoln University	Dr. Eric Burgess
Lincoln University	Dr. Manzoor Chowdhury
Morgan State University	Dr. Ali Emdad
Morgan State University	Dr. Corey Dickens
North Carolina A&T University	Thaddeus McEwen
North Carolina Central University	Dr. Javad Kargar
Prairie View A&M University	Dr. Rick Baldwin
Savannah State University	Dr. Shalonda Bradford
Savannah State University	Dr. Mohammad Mostafa
Savannah State University	Dr. Asad Yusuf
Southern University	Dr. Will Campbell
Southern University	Ms. Tony Jackson
Southern University	Dr. Ashagre Yigletu
Tennessee State University	Dr. William Latham
University of The District of Columbia	Dr. Darryl Hill
University of West Indies, Mona	Dr. Harry Smith
University of West Indies, Mona	Dr. Douglas Lindo
Winston Salem State University	Dr. Notis Pagiavlas
Xavier University	Dr. Mark Quinn

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BRIEF PROFILE OF PRESENTERS
(IN THE ORDER OF APPEARANCE)

MOHAMMAD BHUIYAN



(Please Refer to the Last Page)

EDWARD DAVIS



Edward Davis is a Professor of School of Business, Clark Atlanta University and Principal of E. Davis Enterprises. Edward Davis is a well-known educator and consultant in the U.S. and abroad. Among his clients have been the U.S. DOT, HUD, the Department of Commerce, Peat Marwick, the United States Information Services and several state and local government agencies across the country. His international consultant experience includes Zimbabwe, Zambia, Togo - West Africa, China and Moscow. Other professional experience includes a senior associate at D. J. Miller & Associates and a systems engineer at Bell Telephone Laboratories. Prior to joining Clark Atlanta, Dr. Davis taught at North Carolina A&T State University, the University of Cincinnati, Morgan State College, North Carolina Central University, University of Texas at El Paso, and the United States Army Air Defense School. Edward Davis earned a B.S. from Morgan State College in Mathematics, an M.S. from Ohio University, an M.S. from John Hopkins University in Management Science, and a Ph.D. from North Carolina State University.

WILLIAM CLEMENT



Mr. Clement is the Chairman of the Board of Opportunity Funding Corporation. Mr. Clement is the President & CEO of Atlanta Life Financial Group, Inc. Founded in 1905, Atlanta Life Financial Group is a privately-held financial services company that provides a range of financial solutions to help individual and institutional customers manage their investment, insurance and investment banking needs. Mr. Clement is the founder and former Chairman & CEO of DOBBS, RAM & Company. Founded in 1981, DOBBS, RAM & Company was a subcontractor engaged by the Internal Revenue Service (IRS) to develop and maintain the IRS "E-Filing" system, the national system used to electronically receive federal/state income tax returns. In 2006, DOBBS, RAM & Company was selected as the Technology Firm of the Year for the southeast region by MBDA, the US Department of Commerce. Mr. Clement is the former Vice President of Citizens Trust Bank in, Georgia. Mr. Clement was an institutional salesperson with The Robinson-Humphrey Company, Inc., an investment banking firm. He is a board member of two publicly-traded companies, Radiant Systems, Inc. and TRX, Inc. Appointed by President Carter, Mr. Clement served as the Associate Administrator of the US Small Business Administration in Washington, D.C. during the Carter Administration. He served as manager for the federal government's largest minority business development program, the SBA's 8(a) Business Development program. Born in Atlanta, Georgia, Mr. Clement received his BA from Morehouse College and his MBA from the Wharton Business School, University of Pennsylvania. As a member of the Society of International Business Fellows, he studied at the London School of Economics.

THOMAS DORTCH, JR.



Governor, OFC and Founder and CEO of TWD, Inc., Thomas W. Dortch, Jr., is the past chairman of the board of 100 Black Men of America. The longtime Atlantan is active in numerous other community and service groups, and is the founder of the National Black College Alumni Hall of Fame, among his other accomplishments. He also served as a top aide to a Georgia senator. He graduated as salutatorian from the last segregated class at his Toccoa-area high school in 1968, and went on to enroll at a historically black school, Fort Valley State College. Dortch eventually earned a master's degree in criminal justice administration from Clark Atlanta University in 1985. Dortch wrote in *The Miracles of Mentoring*. "As such, we feel that we have a special obligation to serve as role models for the youth of our community. He is the founder of Atlanta Transportation Systems, established to provide shuttle services for the 1996 Summer Olympic Games, and also runs TWD, Inc., a corporate-affairs and fund-raising consulting firm. Active in a long list of civic and professional organizations, he is co-founder of the Georgia Association of Minority Entrepreneurs, has served as national vice chair for the Assault on Illiteracy Program, and co-chaired the Atlanta Jewish/Black Coalition.

WILLIAM COX



William E. Cox is the President & CEO and co-founder of Cox, Matthews & Associates, Inc., a Fairfax, VA, firm specializing print and online publishing, e-commerce, research, training and consulting. Dr. Cox is also President & CEO of *Diverse: Issues In Higher Education*, formerly *Black Issues In Higher Education*, an award-winning, national news magazine that has been serving higher education since 1984. Dr. Cox has played both a leadership and contributing author role in the publication of *The Unfinished Agenda* monograph series, books addressing significant events in the history of the American civil rights movement. His writings can be found in *The Unfinished Agenda of Brown v. Board of Education* and *The Unfinished Agenda of the Selma-Montgomery Voting Rights March*. Dr. Cox has developed and conducted higher education programs for the U.S. Army and the U.S. Air Force, including the teaching of courses in the electronic guidance systems of sophisticated missiles at Redstone Arsenal in Huntsville, Alabama. His corporate experience includes tenure with General Electric Corp., where, among other assignments, he performed design work on the Apollo spacecraft ground support system. A recognized authority on the development and delivery of adult education and counseling services to military personnel, Dr. Cox was formerly responsible for the worldwide network of U.S. Air Force counseling professionals. He holds the National Certified Counselor credential of the National Board for Certified Counselors. His education credentials include a doctorate in higher education administration from The George Washington University and master degrees from Ball State University. He earned his undergraduate degree from Alabama A&M University. Dr. Cox has also taken both graduate and postgraduate courses at the College of William and Mary, Harvard University and the University of Nevada-Las Vegas. Dr. Cox has received multiple prestigious professional awards. He is the recipient of Three Halls of Fame, including the National Black College Alumni Hall of Fame (1994); he was inducted into the International Adult & Continuing Education Hall of Fame (1999) and the Gwendolyn Brooks' International Literary Hall of Fame for Writers of African Descent (2000). Dr. Cox was recognized by Princeton University for his commitment and work in higher education over the last 26 years. Among his numerous professional and civic appointments, Dr. Cox is a member of the Board of Trustees of Excelsior College. Dr. Cox was also Chairman of the Lifelong Education Advisory Board at Harvard University.

ASSAD TAVAKOLI (HOST DEAN)



Dr. Tavakoli earned his Ph.D. in Management from University of Aston and an M. Com in Business Administration from University of Birmingham in England. Dr. Tavakoli currently serves as the Interim Dean of the School of Business and Economics at Fayetteville State University in North Carolina. He has extensive research and consulting experience with several local, national, and international organizations including, the US Federal Highway Administration, North Carolina Department of Transportation, Black & Decker, and the Cape Fear Valley Health System. Dr. Tavakoli has worked on a number of applied research projects in the field of optimization and queuing models. The results of his work have appeared in leading journals published by the Decision Sciences Institute, Operation Research, Management Science, and the Academy of Economics & Finance. He is the recipient of several *best paper* and *distinguished research* awards. Dr. Tavakoli is a Certified Small Business Consultant and has been the recipient of national and regional awards for his work with MBA teams on business case competitions and assisting minority small businesses. Dr. Tavakoli is very active in the community and has served on the board of organizations like the Rotary Club, The Women Center, and the Fayetteville Symphony Orchestra. He is also a member of the Academy of Management, Decision Science Institute, and Beta Gamma Sigma, the honor society for AACSB accredited schools.

DONALD ANDREWS



Donald R. Andrews currently serves as Dean of the College of Business at Southern University in Baton Rouge. He received his master of science degree in Food and Resource Economics from the University of Florida at Gainesville and Ph.D. in Agricultural Economics at Texas A&M University in College Station. As an economist, Andrews has over 25 years of experience in teaching, research and service in this discipline. Andrews served as principal investigator on the A New Realities for Minority Business Conference@ at Southern University. Andrews was a major developer of the First Minority Serving Academic Institutions (MSI) Conference held at Southern University-BR in 2003, Jackson State University in 2004 and University of Texas Pan American in 2006. He visited universities in China, Russia, Armenia, Ghana, Uganda, Namibia and South Africa as part of the International Business Education Title VI-B and UNCF/IDP USAID project to establish a business school at the State Engineering University of Armenia in Spring 2001. He

has assisted students to study abroad at the University of the U.S. Virgin Islands and in Mexico. Andrews served as the Chair of the National HBCU Business School Deans Roundtable in 2005 and is the current Secretary of the National Economics Association. Andrews has published in journals such as, Energy Sources, Southern Journal of Agricultural Economics, Growth and Change, the Review of Black Political Economy, Mid-American Journal of Business, Journal of Retail Banking, the Annals of Regional Science, the E-Journal of Business and Economic Issues and others. He is currently focusing his research on the issues of entrepreneurship, student educational performance and economic development.

JOSEPH SILVER



Dr. Silver is the Provost and Vice President for Academic Affairs at Clark Atlanta University. Prior to the current position, he served as Vice President of the Commission on Colleges for the Southern Association of Colleges and Schools. Previously, Dr. Silver served as Vice President for Academic Affairs and Professor of Political Science at Savannah State University (SSU) from 1997 until 2006. Before joining SSU, Dr. Silver was the Assistant Vice Chancellor for Academic Affairs, University System of Georgia, and Board of Regents 1985-1997. His major responsibilities were in the areas of academic program development and evaluation, Post-Secondary Readiness Enrichment Program, graduate education, Health Affairs, promotion and tenure, External Degree Programs, and Program Review. He was employed at Kennesaw State University (KSC) from 1977-1985, serving

as an Instructor, Assistant and Associate Professor (tenured). He was cited by KSU as a "distinguished teacher" and for "distinguished service." He was named "Educator of the Year," by the Kennesaw Jaycees and by the Cobb County NAACP. Dr. Silver was asked to serve as Director of Minority Affairs at KSU, where he spearheaded and facilitated the development of the KSU diversity plan. Dr. Silver has served or is presently serving on the following Boards: the National Executive Board of the National Conference of Black Political Scientists (NCOBPS); National Board of Directors of Girls Incorporated; the National Board of the Graduate Assistance Program; the Executive Board of the Cobb County NAACP; Girls Incorporated of Cobb County Board of Directors; St. Jude's Recovery Center Board of Directors; American Red Cross of Metro Atlanta Board of Directors; the St. Anthony's Parish Board of Education; and the Butler Street YMCA, Northwest Branch. Dr. Silver was elected President of the NCOPBS in 1990 and re-elected in 1991. Dr. Silver served as Chair of the American Association for Higher Education Black Caucus. Dr. Silver is a member of "Leadership Cobb," "Leadership Georgia," and "Leadership Atlanta." Dr. Silver received his undergraduate degree, summa cum laude, from St. Augustine's College. His masters and doctorate degrees were received from Atlanta University, in Political Science. Since receiving his Ph.D., he has participated in summer programs at Oxford University (England), Stanford University, The Freedom Foundation, the American Judicature Society, and the ACE Leadership Program, to name a few.

MICHAEL POISEL



Mr. Poisel is the UPSTART Program Director in the Center for Technology Transfer at the University of Pennsylvania. Through his efforts working with entrepreneurial faculty inventors, the UPSTART Program has formed over 40 companies in the last two years. Prior to joining PENN, he made investments in enterprise software and business services for NewSpring Capital, Apax Partners and GE Capital spanning more than ten years in private equity. He began his career in manufacturing operations for General Electric/Lockheed Martin and participated in the successful completion of several commercial and government satellite programs. He serves as the Chairman of the Board for Ripple Technologies and serves as a board member of Bluenog. He graduated with honors in Mechanical Engineering from Rose-Hulman Institute of Technology, holds an M.S. in Systems Engineering from The Moore School of Engineering of the University of Pennsylvania, and has an M.B.A. in finance and entrepreneurial management from The Wharton

School of Business of the University of Pennsylvania.

HEATHER STEINMAN



Dr. Steinman is the Senior Associate Director, Life Sciences Licensing & *UPSTART* Program for the Center for Technology Transfer at the University of Pennsylvania. Her responsibilities at PENN include scouting for commercializable discoveries, invention assessment, IP portfolio management, marketing, and technology commercialization activities including strategic partnering, licensing, and *UPSTART* company formation. Prior to PENN, she spent ten years as a technology commercialization professional at the Office of Technology Management University of Massachusetts Medical School, in roles of increasing responsibility. She graduated Summa Cum Laude with dual degrees in Biology and Psychology from the Honors Program at Baldwin-Wallace College, a PhD in Biomedical Sciences from the University of Massachusetts Medical School, and holds an MBA from the Isenberg School of Management of the University of Massachusetts.

C. N. MADHUSUDAN



C.N. (Madhu) Madhusudan is an accomplished executive with over 25 years experience in setting up, acquiring and operating businesses in Europe, India and the United States. His expertise areas include launching new businesses, turnaround management, outsourcing, strategic investments, and acquisitions. He is the founder and CEO of VectorSpan Inc., an enterprise focused on enabling companies to plan their growth/exit strategy, engineer inorganic growth and make cross border transactions and integration successful. As an early member of the team that built NIIT in India and in 1991, he relocated to the United States to build NIIT's first overseas presence for its software, training and knowledge process outsourcing businesses. Under his leadership, NIIT USA became NIIT's largest overseas operation and was nominated twice for the Atlanta International Business Award for outstanding leadership and role in the growth of Atlanta as an international business center. With the strong and diverse experience in operating businesses in India and the US, Madhu moved into the area of Strategic Investments and M&A as President of NIIT Ventures. He led several new venture investment initiatives and acquisitions in the US and Europe. He is the President-Elect of TiE Atlanta and has served as Chairman of the Board of the Georgia Indo-American Chamber of Commerce (GIACC). He is a member of the Board of ThinkSoft Global Services Ltd. and served as a Board member of several companies of the NIIT group in the US, Germany, UK and South East Asia. He received the 2007 "Outstanding 50 Asian Americans in Business Award", for innovation, leadership and vision in business. As a philatelist specializing in the Second World War, he has won several awards in national and international exhibitions and was recognized by the Government of India for his services to Indian Philately. He studied at the St. Joseph's College, Bangalore, and the Indian Institute of Management, Ahmadabad. His professional education includes Business Evaluation at the Harvard Business School.

RAJ DESPANDE



Mr. Raj (Rajiv) Deshpande is currently CEO/Founder of Pulseworks and CEO of CyberScrub. Pulseworks produces, owns and operates entertainment simulator attractions at sites like the Smithsonian National Air & Space Museum, the Steven F. Udvar-Hazy Center, Museum of Science and Industry Chicago, Space Center Houston, California Science Center amongst many others. Pulseworks also furthers corporate promotions like increasing awareness of atherosclerosis by taking riders through the arteries for AstraZeneca; has fostered awareness of multiple sclerosis for Bayer; helped the US Navy recruit by taking riders on a virtual flight with the Blue Angels or on an F-18 Super Hornet sortie, amongst many others. CyberScrub is a secure data deletion and internet security software company that has a consumer and corporate base of users. A successful serial entrepreneur, he has founded/run/grown and sold a number of companies including FrameFlow (a visual effects studio sold to Sony Pictures), Camber Corporation (where he was the principal owner and sole director of the company and which grew from start-up to over 1000 employees and to over \$100 million in revenues and was subsequently sold). He brings over 25 years of successful start-up, growth, management and diversification of various technology companies and operations, both domestic and international. He has been featured on the INC500 list of fastest growing private companies and made the state finals for the E&Y Entrepreneur of the Year Award. He has also been a recipient of a number of similar awards for corporate and community success, notably the Excelsior Award from NETIPN-NY. An electronics and electrical engineer from IIT Kharagpur and with an MBA from IIM Ahmedabad, he began his career with the Tata Administrative Service. Later Mr. Deshpande managed senior positions at a large US computer company before acquiring Camber Corporation as a start-up in early 1992.

BIJAN KHOSRAVI



In a stellar career that spans over 25 years, Mr. Bijan Khosravi has founded and spear headed new companies as well as served in numerous executive positions for blue chip corporations. Most recently, Mr. Khosravi was the Chairman and CEO of Cartiza, a Boston based 4G wireless company he founded in 2006 and sold in 2009. Prior to Cartiza, Mr. Khosravi led two startup companies he founded to successful exits. In 2000, Siara Networks was acquired by Redback for a record setting \$4.3B. In 2006, Movaz Networks, the only successful optical start-up post the telecom bubble, was acquired by ADVA Optical Networking, Inc. Mr. Khosravi was board chairman and CEO of Movaz, and oversaw Movaz’s rapid growth to become a global supplier to some of the world’s biggest telecom service providers. As a seasoned entrepreneur with a proven record, Mr. Khosravi understands what it takes to build a successful business. In founding InBounce, Mr. Khosravi has assembled a team of top tier executives to help entrepreneurs in their new ventures.

FAZLUR RAHMAN, MD



Fazlur Rahman, M.D., F.A.C.P. is an oncologist and associated with West Texas Medical group. He is one of the founding partners. Dr. Rahman is certified by American Board of Internal Medicine, American Board of Hematology, and American Board of Medical Oncology. He received his M.B.B.S. (Bachelor of Medicine and Surgery) from Dhaka Medical College, Dhaka, Bangladesh, and did his internship at St. John's Hospital, Yonkers, NY. He completed his residency in Internal Medicine - Long Island Jewish Medical Center - Queens Hospital Center and Baylor College of Medicine, Houston and a fellowship in Hematology - Baylor College of Medicine, Houston. Dr. Rahman is a Fellow of American College of Physicians, American Society of Hematology, American Society of Oncology, and American Federation for Clinical Research. He is associated with San Angelo Community Medical Center and Shannon Medical Center. Dr. Rahman is trustee member of the Austin College and has published over 50 articles, essays, and columns in medical and non-medical journals and papers, including the New York Times and Wall Street Journal.

RAJAN SHAMDESANI



Rajan Shamdasani has been in the manufacturing, distribution and sales of public safety uniforms for the past 35 years and in the real estate development business for over 25 years. A visionary, he is talented in discovering the needs of the market place and finding ways to satisfy those needs. A world traveler and always on the go, he still finds time to serve his community where he has lived for the past 41 years. He has served on the Fayetteville Regional Airport Commission, Fayetteville Arts Council, Fayetteville Symphony, Center for Entrepreneurship, Fayetteville State University besides various other civic organizations. He is a very active member of his church and volunteers substantial amount of time to it.

BARRY JOHNSON



Barry Johnson serves the Obama Administration as Senior Advisor for Economic Development and as Director of Strategic Initiatives for the U.S. Department of Commerce. He brings considerable experience as an entrepreneur and corporate executive with a focus on public-private partnerships. Barry’s portfolio includes the development of policy to support the advancement of regional innovation clusters as a key framework for organizing 21st century economic development. He collaborates with the White House and the full spectrum of federal agencies to support the President’s commitment to wide-spread job creation and enhanced U.S. global competitiveness. He serves as the Obama Administration’s delegate to the multi-national OECD in Paris where he is Vice Chairman of the Regional Development Policy Committee comprised of economic development ministers from over 40 nations. Prior to his appointment to the Obama Administration, Barry was a venture-backed entrepreneur and started several innovative new businesses within media giants such as the Walt Disney Company and Sony Music Corporation. He was formerly President of MSBET a joint venture between Microsoft Corporation and BET Holdings. Committed to giving back through volunteerism, Barry is an active mentor and motivational speaker on college campuses nationally. A native of Birmingham, Alabama, Barry earned a Master's degree in Business Administration from the Harvard Business School after receiving Bachelor of Science degrees in Economics and Political Science from Yale College.

ALEXANDER NICHOLAS



Dr. Nicholas is currently a Senior Policy Advisor in the Office of Innovation and Entrepreneurship at the Department of Commerce and an America Association for the Advancement of Science (AAAS) Science and Technology Policy Fellow. His portfolio includes managing the work of the National Advisory Council on Innovation and Entrepreneurship subcommittee on Collaboration, which advises the White House and Secretary of Commerce on commercializing federal research investment and co-managing the implementation of the “i6 Green” which seeks to identify and support the nation’s best ideas for technology, commercialization and entrepreneurship in six different regions of the country. Prior to his selection as a AAAS fellow, Dr. Nicholas was a research fellow at Harvard Medical School and Beth Israel Deaconess Medical Center in Boston, MA. As a researcher, he investigated the molecular cues that underlie human aging and age-related neurodegenerative disorders. The goal of this project was to identify patterns in the mitochondrial genome for various disease states. Away from the laboratory, Dr. Nicholas served as a group leader for an outreach program called facilitated study group (FSG) located at University of Massachusetts and Roxbury Community College. The long-term goal of this program is to produce more underrepresented minority researchers with PhDs. Dr. Nicholas is a member of the Society for Neuroscience and was a member of the Harvard Postdoctoral Association Governing Board and Harvard Biotechnology Club. He was awarded a NRSA Postdoctoral Fellowship from National Institute of Health and the Neuroscience Scholar Award from the Society for Neuroscience. Dr. Nicholas received his Ph.D., M.S. in neuroscience from Florida State University in 2005 and a B.S. from Florida A&M University in 1999.

DARYUSH ILA



Dr. Daryush Ila is an expert in ion-matter interactions & Nanoscale materials/device fabrication and has authored or coauthored over 250 publications, eight books, one book chapter, over 40 invited talks and two patents in this area. At Alabama A&M, he has built up a research program that has garnered more than \$45 million and has led to the creation of the AAMU Research institute, a 100% independently supported, university-owned 501c(3) entity that serves as the contracting arm of AAMU. As director and co-founder, Dr. Ila has built partnerships that have helped win more than \$125 million in grants and contracts – more than \$40 million of which were from the Department of Defense alone. In addition to his AAMU responsibilities, Dr. Ila also serves as Executive Director of the State of Alabama’s Experimental Program to Simulate Competitive Research (EPSCoR) Program, as well as Board Member of various National and International Institutes and Centers. Dr. Ila’s philosophy is winning through building successful partnership has molded large number of partnership among which are; MOU with Univ. Sao Paulo, Brazil, Univ. of Kyoto, Japan, University of Claude Bernard, France, Univ. of Heidelberg, Germany, ITN, Portugal, Hyderabad, India; Ege Univ., Izmir, Turkey; 15 HBCUs in Alabama; over 20 HBCU/MIs outside Alabama; GTRI; ORNL, LLNL, LANL and SNL; NASA-MSFC; AMCOM/AMRDEC, ARL, and NRL; SAIC, Lockheed Martin, Boeing, Northrop Grumman, EG&G, TBE, CSC, Shaw, Jacobs Engineering, II-VI/VLOC, IBM and several other Industries; Japanese National Research Institute, and with Max Plank Institute, Heidelberg, Germany, among large number of others. Dr. Ila has had extensive training in management, writing winning contracts, effective negotiation and how to work with difficult people at the MIT Sloan School of Management, GTRI, Harvard School of Law, and at SAIC. Dr. Ila has also held positions as a professor of physics. He graduated from MIT with specialty in nuclear instrumentation and nuclear structure, and earned his Ph.D. from the University of Massachusetts – Lowell with specialty in condensed matter physics.

ENAM CHOWDHURY



A prolific grant writer and a leading expert in the field of short pulse lasers, ultra-intense and high energy density laser matter interaction, semiconductor device physics, and nano-structure growth, Dr. Enam Chowdhury currently leads a team of engineers, scientists, and graduate students for the laser center construction at Ohio State University. After completing a two year postdoctoral researcher position at the Ohio State University, Dr. Chowdhury accepted the Senior Research Scientist position there in 2006 to design and build a petawatt class laser-experimental system at the OSU SCARLET (Science Center for Advanced Research in Lasers and Engineered Targets) Center. He maintains close collaborations with many top research facilities, including Sandia National Laboratories, NM, Laboratory for Laser Energetics (LLE), Rochester NY and University of Michigan. He is currently leading an effort to measure the peak intensity of world’s most powerful laser, the OMEGA EP laser at LLE. Dr. Chowdhury has authored numerous articles in peer reviewed journals in physics and engineering, and has over ten years experience in teaching and supervising graduate students. He received his Bachelor’s degree in Physics from Wabash college and Master’s in Electrical Engineering degree from University of Delaware on using novel III-V semiconductor thin films for device applications. He was awarded Ph.D. degree from University of Delaware for his leading works on strong and ultra-strong field laser-matter physics.

SPECIAL SESSION SPEAKER

JAGDISH SHETH



Dr. Jagdish Sheth is a renowned scholar and world authority in the field of marketing. His insights on global competition, strategic thinking and customer relationship management are considered revolutionary. Dr. Sheth is the Charles H. Kellstadt Chair of Marketing in the Goizueta Business School at Emory University. Prior to this, he was a distinguished faculty member at the University of Southern California, the University of Illinois, Columbia University and the Massachusetts Institute of Technology. Professor Sheth has published more than 200 books and research papers in different areas of marketing and business strategy. Many of these are considered classic references. Dr. Sheth is nationally and internationally known for his scholarly contributions in consumer behavior, relationship marketing, competitive strategy and geopolitical analysis. Professor Sheth has worked for numerous industries and companies in the United States, Europe and Asia, both as an Advisor and as a Seminar Leader. His clients include AT&T, BellSouth, Cox Communications, Delta, Ernst & Young, Ford, GE, Lucent Technologies, Motorola, Nortel, Pillsbury, Sprint, Square D, 3M, Whirlpool and many more. He has offered more than a thousand presentations in at least twenty countries. He is also on the Board of Directors of several public companies including Norstan (NASDAQ), Cryo Cell International (NASDAQ) and Wipro Limited (NYSE). In 1989, Dr. Sheth was given the Outstanding Marketing Educator award by the Academy of Marketing Science. In 1991 and again in 1999, he was given the Outstanding Educator Award by the Sales and Marketing Executives International (SMEI). Dr. Sheth was also awarded the P.D. Converse Award for his outstanding contributions to theory in marketing in 1992 by the American Marketing Association. In 1996, Dr. Sheth was selected as the Distinguished Fellow of the Academy of Marketing Science. In 1997, Dr. Sheth was awarded the Distinguished Fellow award from the International Engineering Consortium. Dr. Sheth is also a Fellow of the American Psychological Association (APA). 2004 marked a stellar year for Dr. Sheth as he was awarded both the Richard D. Irwin Distinguished Marketing Educator Award and the Charles Coolidge Parlin Award which are the two highest awards given by the American Marketing Association. A prolific author, Dr. Sheth has authored or coauthored hundreds of articles and books. In 2000, Dr. Sheth and Andrew Sobel published a best seller, *Clients for Life* (Simon & Schuster) and in 2001, the book *Value Space* (McGraw-Hill), coauthored with Banwari Mittal, was published. Dr. Sheth's latest book, *The Rule of Three* (Free Press), was coauthored with Dr. Rajendra Sisodia and published in 2002.

SHARON MCDADE



Sharon A. McDade is Director, American Council on Education Fellows Program. Prior to joining ACE, she served as director of the Center for Educational Transformation and Leadership, associate professor of higher education, and coordinator of the Higher Education Administration Program at The George Washington University. Her research, teaching, and consulting has focused on the leadership development of higher education administrators as well as the management of colleges and universities. Among her many publications on leadership and leadership development are *Creating a Culture of Leadership* (with Phyllis H. Lewis, fall 1994), *Investing in Higher Education: A Handbook of Leadership Development* (with Madeleine Green, 1991), and *Higher Education Leadership: Enhancing Skills through Professional Development Programs* (ERIC/ASHE, 1988). McDade has been involved with projects to launch leadership development programs for senior administrators in both the higher education and business worlds, in the United States and abroad. She has worked with presidential cabinets, trustees, and other leadership groups. She directed the Massachusetts Higher Education Executive Leadership Institute. She was a member of the faculty of the National Association for Women in Education's (NAWE) Institute for Emerging Women Leaders and a member of NAWE's Senior Scholars panel. Previously, she was director for all Institute for Educational Management higher education programs at Harvard University (MA), including the Institute for Educational Management, the Management Development Program (which she founded), and the Harvard Seminar for New Presidents (which she co-founded). She served on the board of directors of the American Association for Higher Education from 1988 to 1992. International consulting and teaching on topics of leadership development have been in association with the Fulbright Commission, United States Information Agency, the Latin American Scholars Program of American Universities in South America, and the U.S. Freedom Support Act Graduate Fellowship Program. McDade earned an EdD in administration, planning, and social policy from Harvard's Graduate School of Education, an MFA in design and theater technology from The Ohio State University, and a BS from Miami University (OH).

BRIAN CORNELL
FRIDAY NIGHT CORPORATE KEYNOTE SPEAKER



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.

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.

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.

ERROLL DAVIS

NATIONAL POLICY FORUM EDUCATION KEYNOTE SPEAKER



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
NATIONAL POLICY FORUM EDUCATION KEYNOTE SPEAKER



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.

DAVID WEST
NATIONAL POLICY FORUM CORPORATE 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

NATIONAL POLICY FORUM CORPORATE KEYNOTE SPEAKER



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).

DEBRA LEE
AWARDS DINNER CORPORATE KEYNOTE SPEAKER



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. 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.

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. Ms. Lee resides in Washington, D.C., with her two children.

CHRIS WILLIAMS

AWARDS DINNER ENTREPRENEUR KEYNOTE SPEAKER



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.

MOHAMMAD BHUIYAN, PH.D.

Dr. Mohammad Bhuiyan is the Founding National 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 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, Egypt, France, Germany, Greece, Hungary, India, Italy, Jamaica, Japan, Malaysia, Mexico, Peru, Philippines, Saudi Arabia, Singapore, South Africa, Spain, 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 **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 **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 who presently attends law school.