

# OFC VENTURE CHALLENGE

*BRIDGING THE ENTREPRENEURIAL GAP*

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## Fifth Annual HBCU Dean/Faculty Development Seminar

APRIL 6-9, 2006  
OMNI HOTEL AT CNN CENTER  
ATLANTA, GEORGIA

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



**2006**

***SPONSORED BY***  
**OPPORTUNITY FUNDING CORPORATION**  
**EWING MARION KAUFFMAN FOUNDATION**  
**MINORITY ENTREPRENEURSHIP EDUCATION, INC.(MEE)**

# OFC VENTURE CHALLENGE

## **Mission:**

Help Historically Black Colleges and Universities (HBCUs) to develop a comprehensive entrepreneurship curriculum that would be particularly relevant in preparing young African-American men and women to become entrepreneurs. The program also aims to stimulate student interest in entrepreneurship and to give them the experience of conceiving business ventures and preparing and presenting business plans

## **Activities:**

Started in 2000, OFC Venture Challenge has two components:

### **OFC Venture Challenge Business Plan Competition**

Each year the participating schools conduct internal competition on Business Plan Development and Presentation. The winner of each school's internal competition then comes to Atlanta for the national competition. The winner then goes to the international competition (Moot Corp) sponsored by the University of Texas-Austin. The program provides entrepreneurial opportunities and experiences to students, and helps them to look at the big picture and apply all of their conceptual & theoretical knowledge in a fast-paced business environment.

### **HBCU Dean/Faculty Development Seminar**

As an integral part of the program, OFC Venture Challenge has also been conducting HBCU Dean/Faculty Development Programs since 2001. Each year business school deans and faculty members are invited to Atlanta for an intensive seminar conducted by the leading entrepreneurship scholars and practitioners from around the country. The objective is to infuse entrepreneurship into the curriculums of HBCUs.

### **Program Progress**

Both of these programs have been gaining popularity among students, faculty, leading business executives, and many others. We have experienced three hundred percent growth in participation so far. Feedback from students, faculty, judges, entrepreneurs, and other business executives clearly indicate the need for the continuation of these programs.

*Students who have participated in the OFC Venture Challenge have said that it was the best experience they had in their entire MBA program and some went on to say that it was the best experience of their life.*

**Program Dates:** The 2007 Programs will be held in Atlanta April 12-15, 2007

**Contact:** Dr. Mohammad Bhuiyan at 404-441-7881 or [ofcvc@hotmail.com](mailto:ofcvc@hotmail.com)

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**OFC VENTURE CHALLENGE  
BRIDGING THE ENTREPRENEURIAL GAP  
FIFTH ANNUAL  
HBCU DEAN/FACULTY DEVELOPMENT SEMINAR**

***WELCOME***



***Jesse Hill, Jr., Chairman,  
Opportunity Funding Corporation***

Welcome to the Fifth Annual Dean/Faculty Development Seminar for Historically Black Colleges and Universities (HBCUs) April 6-9, 2006 at the Omni Hotel at CNN Center, Atlanta, Georgia.

Opportunity Funding Corporation sponsors the OFC Venture Challenge Annual Business Plan Competition and the HBCU Dean/Faculty Development Seminar. The Kauffman Foundation has been an inspiring leader in the pursuit of "Bridging the Entrepreneurial Gap." Other major sponsors include MEE, AirTran, Syncom and UPS.

I am happy to announce that there has been a major development in the history of the OFC Venture Challenge. The Minority Entrepreneurship Education, Inc.(MEE) was established in 2005 and Mr. Ike Harris, President, Bellsouth Advertising and Publishing Division was elected as the Chairman of the Board of Directors.

The OFC, MEE, 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.

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 institutions including, Dartmouth College, Babson College, Carnegie Mellon University, Stanford University, University of California Davis, University of North Carolina–Chapel Hill, Kauffman Foundation, and Northwestern University.

**The Governors of the Opportunity Funding Corporation**

***Jesse Hill, Jr., Chairman***

***Lt. Gen. Arthur J. Gregg, Retired, Vice Chairman***

***Governors:***

***John Butler***

***William Clement***

***Thomas Dortch, Jr.***

***Sharon Pratt***

***Maj. Gen. Lucius Theus, Retired***

***Herbert Wilkins, Sr.***

***Wesley Williams***

# OFC VENTURE CHALLENGE

## HBCU DEAN/FACULTY DEVELOPMENT SEMINAR *ADVISORY COUNCIL*

### CHAIR

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

### MEMBERS

**MILTON COFIELD** Executive Director, B.S. in Bus. Admn. Program; Professor of Management, Carnegie Mellon University

**SID CREDLE** Dean, School of Business, Hampton University

**EDWARD HESS** Director, Center for Entrepreneurship & Corporate Growth, Emory University

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

**JAMES JOHNSON** William Rand Kenan, Jr. Distinguished Professor of Management and Director of the Urban Investment Strategies Center, UNC Chapel Hill

**BARBARA JONES** Dean, School of Business, Alabama A&M University

**MICHAEL MORRIS** Witting Chair in Entrepreneurship, Chairman, Dept. of Entrepreneurship and Emerging Enterprises

**AVERY MUNNINGS** Partner, Deloitte

**STEVEN ROGERS** Professor of Management and Finance, Kellogg GSB, Northwestern University

**STEPHEN SPINELLI** Prof. of Entrepreneurship and Director, Babson College

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

**DARRYL WILLIAMS** Director, Minority Entrepreneurship, Kauffman Foundation

**NEVILLE YING** Dean of Business, University of West Indies, Jamaica

**TED ZOLLER** Executive Director, Center for Entrepreneurial Studies and Professor of Entrepreneurship, UNC Chapel Hill

### EX-OFFICIO:

**MOHAMMAD BHUIYAN** Director, OFC Venture Challenge and President & CEO, MEE

**OFC Venture Challenge**  
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**Day 1 – Agenda (Thursday, April 6)**

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11:00 AM – Noon	Director and Volunteer Leadership Team Arrive at OMNI
1:00 PM - 9:00 PM	Presenters/Deans/Faculty Members Arrive at OMNI Hotel
1:00 PM - 9:00 PM	<b>Registration (Main Lobby of South Tower)</b>
6:30 PM - 7:30 PM	ATTRIUM TERRACE: Opening Reception
7:30 PM- 10:00 PM	<b>Dinner: McCORMICK &amp; SCHMICK’S (No Program)</b> <b>Free Evening</b>

**Day 2 – Agenda (Friday, April 7): Pine Room**

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7:00- 8:20 AM	<b>Breakfast: Breakfast: OFC –VC Restaurant</b>
8:30 AM	<b>Introduction</b> MOHAMMAD BHUIYAN, Director of the Seminar EDWARD DAVIS, Chairman of the Seminar
8:40 AM	<b>Welcome</b> JESSE HILL, JR Retired Chairman & CEO, Atlanta Life Insurance Co. and Chair, OFC Board of Governors
8:50 AM	<b>Greetings</b> IKE HARRIS President, Bellsouth (BAPCO) and Chair, MEE Board of Directors
9:00 AM	<b>Technology and Innovation in Entrepreneurship</b> GRANVILLE SAWYER, Director, BSU-VIN BRENT LEARY, CIO, CRM Essentials TINA STERLING, Ewing Marion Kauffman Foundation ANNE WANG, HP Calculator
10:10 AM	<b>Break</b>
10:15 AM	<b>MAPLE ROOM</b> <b>Business Plan Competition: General Orientation</b>  SHARON PRATT, OFC Governor MOHAMMAD BHUIYAN, Director, OFC Venture Challenge

## **Day 2 – Agenda (Friday, April 7)**

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10:45 AM	<b>Breakout Sessions: Observing the Business Plan Competition</b>  <b><u>Track 1: Spruce Room</u></b> Tennessee State University University of District of Columbia Texas Southern University Fayetteville State University South Carolina State University Alcorn State University  <b><u>Track-2: Birch Room</u></b> Howard University Prairie View A & M University Delaware State University Lincoln University of Missouri North Carolina A&T St. University Hampton University  <b><u>Track 3: Maple Room</u></b> Bowie State University Albany State University Clark Atlanta University University of West Indies North Carolina Central University Alabama A& M University
12:00 PM – 1:00 PM	<b>Lunch: Prime Meridian Restaurant</b>
1:15 PM	<b>Research Opportunities in Entrepreneurship</b> JAMES JOHNSON: UNC Chapel Hill
2:15 PM	<b>Funding Opportunities in Campus wide Entrepreneurship</b> JUDITH CONE Sr. Vice President, Entrepreneurship and Knowledge Management, Ewing Marion Kauffman Foundation  DARRYL WILLIAMS Director, Minority Entrepreneurship, EMKF
3:15 PM	<b>Break</b>
3:30 PM	<b>Developing Capabilities for Technology Based Entrepreneurship</b> MILTON COFIELD Professor, Carnegie Mellon University
4:30 PM	Session Ends
4:45 PM	<b>Tickets for Georgia Aquarium: Atrium Terrace Registration Desk</b>

## **Day 2 – Agenda (Friday, April 7)**

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- 5:45 PM**                      **Everyone Meet at the Omni Hotel Motor Lobby**  
**Buses will leave at 5:50 PM Sharp for Dinner Location**
- 7:00 PM**                      **Reception: Hosted by Bellsouth**
- 8:00 PM**                      **Dinner: Hosted by Deloitte**  
  
**Live Entertainment: Hosted by Jackson Securities, Inc.**
- 10:00 PM**                    **Buses Depart for the Hotel**

## **Day3 – Agenda (Saturday, April 8): Pine Room**

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- 7:00 – 8:20 AM**              **Breakfast: Breakfast: OFC –VC Restaurant**
- 8:30 AM**                      **Campus Wide Entrepreneurship: Business Plan Ideas**  
**TED ZOLLER**  
Associate Dean for Business and Finance  
Kenan-Flagler Business School  
University of North Carolina – Chapel Hill
- 9:30 AM**                      **Technology and Other Opportunities in Entrepreneurship**  
**ALVA TAYLOR**  
Professor of Entrepreneurship, Tuck School of Business,  
Dartmouth College
- 10:30 AM**                    **Break**
- 10:45 AM**                    **Technology, Research, and Entrepreneurship Roundtable**  
**MILTON COFIELD**  
**JAMES JOHNSON**  
**ALVA TAYLOR**  
**TED ZOLLER**
- 12:00 PM**                    **Lunch: Prime Meridian Restaurant**
- 1:00 PM**                      **Observing Business Plan Presentation: Final Round**
- 1:45 PM**                      **National Policy Forum on Minority Entrepreneurship**  
**Introduction:**  
MOHAMMAD BHUIYAN, President & CEO, MEE  
**Chair:**  
IKE HARRIS, Chairman, MEE  
**Co-Chair:**  
JESSE HILL, Jr., Chairman, OFC  
**Moderator:**  
JUDITH CONE, Sr. Vice President, Kauffman Foundation

**Presenters:**

**BEVERLY DANIEL TATUM, President, Spelman College**  
**JAMES MOESER, Chancellor, University of North Carolina at Chapel Hill**

**JAMES WRIGHT, President, Dartmouth College, NH**

**JIDE ZEITLIN, Managing Director, Goldman Sachs / Chair, Amherst College Board of Trustee**

**PARTICIPANTS:**

**Select HBCU Presidents**

**Select Foundations Presidents**

**Select Corporate CEOs and Senior VPs**

**Select Successful Entrepreneurs**

**Select Invited Presenters and Guests**

**Select Deans and Faculty Advisors**

5:00 PM	End of Session
6:30 PM	<b>International Ball Room Lobby (North Tower): Reception</b>
7:45 PM	<b>International Ball Room (North Tower): Awards Dinner</b>

**Day 4 – Agenda (Sunday, April 9): MAPLE ROOM**

7:00 - 8:20 AM	<b>Breakfast: Prime Meridian Restaurant</b>
8:30 AM	<b>Feedback Session: All Must Attend</b> JESSE HILL, JR. IKE HARRIS SHARON PRATT EDWARD DAVIS MOHAMMAD BHUIYAN
10:00 AM	<b>Plans for 2007 Deans/Faculty Development Seminar</b> MOHAMMAD BHUIYAN
10:30 AM	<b>End of Seminar</b>

**OFC Venture Challenge**  
**Bridging the Entrepreneurial Gap**  
**HBCU Dean/Faculty Adviser Development Seminar**  
**APRIL 6-9, 2006**

**LIST OF PRESENTERS**

- MOHAMMAD BHUIYAN** Director, OFC Venture Challenge  
and President & CEO, MEE
- MILTON COFIELD** Executive Director, B.S. in Business.  
Administration. Program; Associate Professor of  
Management, Carnegie Mellon University
- JUDITH CONE** Senior Vice President, Ewing Marion Kauffman  
Foundation
- EDWARD DAVIS** Professor, School of Business, Clark Atlanta  
University
- IKE HARRIS** President, Bellsouth (BAPCO), and Chair, MEE
- JESSE HILL, JR.** Retired Chairman & CEO, Atlanta Life  
Insurance Co. and Chair, OFC Board of  
Governors
- JAMES JOHNSON** William Rand Kenan, Jr. Distinguished Professor  
of Management and Director of the Urban  
Investment Strategies Center, University of North  
Carolina – Chapel Hill
- STEVEN ROGERS** Professor of Management and Finance Kellogg  
GSB, Northwestern University
- STEPHEN SPINELLI** Professor of Entrepreneurship and Director,  
Babson College
- ALVA TAYLOR** Professor of Entrepreneurship, Tuck School of  
Business, Dartmouth College
- DARRYL WILLIAMS** Director, Minority Entrepreneurship, Ewing  
Marion Kauffman Foundation
- TED ZOLLER** Executive Director, Center for Entrepreneurial  
Studies and Asst. Professor of Entrepreneurship,  
UNC Chapel Hill

**OFC Venture Challenge**  
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**BUSINESS SCHOOL DEAN PARTICIPANTS**

**Participating Institutions:**

Alabama A&M University	Dr. Barbara Jones
Albany State University	Dr. Abiodun Oje-Makinde
Alcorn State University	Dr. John Gill
Bowie State University	Dr. Mathias MBAH
Claflin University	Dr. Harpal Grewal
Delaware State University	Dr. Young Kwak
Florida A&M University	Dr. Patrick Liverpool
Hampton University	Dr. Sid Credle
North Carolina A&T State University	Dr. Quiester Craig
Prairie View A&M University	Dr. Munir Quddus
South Carolina State University	Dr. Suresh Londhe
Tennessee State University	Dr. Tilden Curry
Texas Southern University	Dr. Joseph Boyd/Dr. John Williams
Univ. of District of Columbia	Dr. Melanie Anderson
University of West Indies, Mona	Dr. Anthony Barnes

**Guest Institutions:**

Fisk University	Dr. Alfredo Cambronero
Kentucky State University	Dr. Gashaw Lake
Morehouse College	Dr. John Williams
Norfolk State University	Dr. Hugh Shane
Shaw University	Dr. Martel Perry
Southern University, BR	Dr. Donald Andrews
Tuskegee University	Dr. Alicia Jackson
University of Maryland (ES)	Dr. Ayodele Alade

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**ENGINEERING & SCIENCE DEAN PARTICIPANTS**

Alabama A&M University	Dr. Arthur Bond
Florida A&M University	Dr. Rodner Wright
Hampton University	Dr. Eric Sheppard
Jackson State University	Dr. Abdul Mohamad
Kentucky State University	Dr. Charles Bennett
Langston University	Dr. Roderick Smothers
Morgan State University	Dr. Eugene Deloatch
North Carolina Central University	Dr. Ceaser Jackson
Prairie View A&M University	Dr. Milton Bryant
Southern University, BR	Dr. Habib Mohamadian
Tennessee State University	Dr. Decatur Rogers
Texas Southern University	Dr. Mitchell Allen
Tuskegee University	Dr. Lee Burge
University of Maryland (ES)	Dr. Ayodele Alade

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**FACULTY PARTICIPANTS**

Alabama A&M University	Dr. Andrea Tilman
Alcorn State University	Dr. Steve Wells
Albany State University	Dr. Jonathan Elimimian
Bowie State University	Dr. David Anyiwo
Bowie State University	Dr. Granville Sawyers
Clark Atlanta University	Dr. Lynn Patten / Dr. Nicole Casteter
Clark Atlanta University	Dr. Paul Brown
Delaware State University	Dr. Young Kwak
Fayetteville State University	Dr. Assad Tavakoli
Florida A&M University	Dr. Colin Benjamin / Dr. Denis Ridley
Hampton University	Dr. Larry Gillus
Howard University	Dr. Cathy House
Jackson State University	Dr. Mary White
Lincoln University	Dr. Sherrie Koechling
Morgan State University	Dr. Ali Emdad / Dr. Leyland Lucas
North Carolina A&T State University	Dr. Alice Johnson
North Carolina Central University	Dr. Donovan Moxey
Prairie View A&M University	Dr. John Dyck
South Carolina State University	Dr. Mohammad Mustafa
Tennessee State University	Dr. William Latham / Dr. John Ordnung
Texas Southern University	Dr. Kimberly Cade
University of District of Columbia	Dr. Ronald Mitchell
University of West Indies, Mona	Dr. Henry Abrikiam

**Guest Institutions:**

Morehouse College	Dr. Oscar Sistrunk
Spelman College	Dr. Anne Hornsby

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**April 6-9, 2006**  
**BRIEF PROFILE OF PRESENTERS**

**MOHAMMAD BHUIYAN** (See Page # 15)

**MILTON COFIELD**

Executive Director, B.S. in Business Administration Program; Associate Teaching Professor of Business Management Education: Southern University - B.S. – 1973, University of Pennsylvania - M.B.A. – 1989, University of Illinois - Ph.D. – 1979. Teaching and Research Interests: Imaging and graphic communications services, marketing and technology management; education administration, policy and leadership; corporate social responsibility and business ethics. Publications: Market Trends in the Application of Digital Imaging Technologies, (1999); Curriculum Design for Information Communications, (1999) ; From the Classroom to the Market: Imaging Technology Management and Entrepreneurship, (2001); Teaching Technology, Innovation, and Entrepreneurship in Science Based Curricula, (2001). Awards: Sigma Xi, Fulbright American Studies Professor - De La Salle University, Manila, Philippines – 2000, Fulbright Senior Scholar - Graduate Institute of Technology and Innovation Management, National Chengchi University, Taipei, Taiwan – 2000, Who's Who in Imaging Management - 1995-2002, Boards: Regent, University of the State of New York

**JUDITH CONE**

Judith Cone is a Senior Vice President with the Kauffman Foundation. She is responsible for leading the Foundation's Entrepreneurial initiatives and heading its Knowledge Management team. Cone joined the Foundation in 1993 to work in the entrepreneurship focus area. She brings a unique perspective shaped by the Foundation's rich history and the promise of its future. Cone has been responsible for a wide variety of programs and national initiatives including FastTrac and EntreWorld. FastTrac is an education program designed to help entrepreneurs improve their business skills and expand their networks. Under Cone's leadership the program has expanded to serve nearly 100,000 people through specialized training programs and CD-ROMs. EntreWorld.org is an award-winning Web site for entrepreneurs that aggregates content on the Web and publishes original content written by entrepreneurs. EntreWorld reaches approximately a million unique visitors a year. She has been involved in numerous volunteer programs devoted to providing others the knowledge and skills they need to lead productive lives. Prior to joining the Foundation, Cone co-founded two management- consulting firms with national clients such as AT&T, General Motors and many global pharmaceutical firms. She started her career as a learning disabilities teacher where she observed first hand the effects of poverty on children's academic achievement. Cone has a Bachelor of Arts degree from William Jewell College in Liberty, Mo., with areas of concentration in education, psychology and a Master of Science degree in education from the University of Kansas.

**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.

### **ISAIAH (IKE) HARRIS**

Isaiah "Ike" Harris is President of BellSouth's Advertising and Publishing Group. The advertising and publishing group is responsible for the marketing and publishing of The Real White and Yellow Pages® from BellSouth and includes BellSouth Advertising & Publishing Corporation; The Berry Company; Stevens Graphics; and IntelliVentures. He also has responsibility for BellSouth Shanghai Center, Ltd.. 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., 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.

### **JESSE HILL, JR**

Jesse Hill, Jr. is the retired Chairman, President and CEO of Atlanta Life Insurance Company, CEO 1973 to 1994. He has compiled a long list of "door opening first" for African Americans. Mr. Hill has been in the vanguard of Atlanta and national business, civil rights and political leadership for the last 50 years. He has been engaged in entrepreneurial ventures, including airport concessions nationwide and wireless communications in Nigeria. Dr. James J. Duderstat, President of the University of Michigan in presenting an honorary doctorate degree to Hill, a few years ago stated: For decades, Jesse Hill has used his business expertise and management skills to influence a broad range of business, educational, civic, and political interests in Atlanta, the state of Georgia and the nation. He has occupied a prominent place on all fronts of the civil rights movement since the mid-1950's. He has broken racial barriers in the insurance industry, in corporate board rooms and is respected nationwide as an innovative leader in the corporate, political and philanthropic communities. Mr. Hill has served on the board of directors of eight major corporations including Delta Airlines, Knight Ridder Inc., Suntrust and NSI. Jesse Hill, Jr. is a graduate of Lincoln University of Missouri, B.S. Math and Physics, and MBA University of Michigan.

### **JIM JOHNSON**

Jim Johnson is the William Rand Kenan, Jr. Distinguished Professor of management and director of the Urban Investment Strategies Center. He is co-director of the Center for Sustainable Enterprise. His research interests include community and economic development, the effects of demographic changes on the U.S. workplace, interethnic minority conflict in advanced industrial societies, urban poverty and public policy in urban America, and workforce diversity issues. With support from the Russell Sage Foundation, he is researching the economic impact of Sept. 11 on U.S. metropolitan communities. Dr. Johnson's research focuses on the causes and consequences of growing inequality in American society, particularly as it affects socially and economically disadvantaged youth; entrepreneurial approaches to poverty alleviation, job creation, and community development; interethnic minority conflict in advanced industrial societies; and business demography and workforce diversity issues. He has published more than 100 scholarly research articles and three research monographs and has co-edited four theme issues of scholarly journals on these and related topics. His latest book is "Prismatic Metropolis: Inequality in Los Angeles". He received his PhD from Michigan State University, his MS from the University of Wisconsin at Madison and his BS from North Carolina Central University.

### **STEVEN ROGERS**

Steven Rogers is the Gordon and Laura Gund Family Distinguished Professor of Entrepreneurship at the Kellogg Graduate School of Management, Northwestern University. He has also been an Entrepreneur-in-Residence at the Ewing Marion Kauffman Foundation since 1994. In 1996, he was named the Lawrence G. Lavengood Outstanding Professor of the Year for the Masters of Management (full-time) and The Managers Program (part-time). He also was named the Outstanding Professor of the Year in 1997, 1998, 1999 and 2001 for Executive Management Programs. In 1996, *Business Week* named him one of the top 12 entrepreneurship professors at graduate business schools in the U.S. In 1997, *Business Week* (featured on cover of October 27 issue) named him one of 14 "New Stars of Finance." In 1998, he was selected as *Entrepreneur of the Year* (supporter category) by Ernst and Young. Prior to joining the Kellogg Faculty, Mr. Rogers owned and operated two manufacturing firms, and one retail operation. He serves on the Board of Directors of duoDesign, an internet incubator, SC Johnson Wax, SuperValu (NYSE), DQE (NYSE). Steven Rogers is a graduate of Harvard Business School and Williams College.

### **STEPHEN SPINELLI, JR.**

Stephen Spinelli Jr. is the Vice Provost of Entrepreneurship at the Babson College. Dr. Spinelli was a founder of Jiffy Lube International, Inc., a national franchise, and founder, chairman, and CEO of America Oil Change Corporation. His current research interests focus on the wealth creating potential of entrepreneurial alliances. Professor Spinelli is a consultant to national and regional companies. He serves as a member of the Board of Directors of a number of companies. He is a fellow of the Price-Babson College Fellows Program. Dr. Spinelli received his B.A. degree from Western Maryland College, an M.B.A. from Babson Graduate School of Business and Ph.D. from the University of London.

### **ALVA TAYLOR**

Prof. of Entrepreneurship, Tuck School of Business, Dartmouth College. Education: BS, Cornell University, 1982; ME, Cornell University, 1983; MBA, Cornell University, 1984; PhD, Stanford University, 2000. Areas of expertise: Business Policy and Strategy, Technology Management. Current research topics: Corporate entrepreneurship, technological change, organizational evolution and change, intraorganizational decision making. Selected Publications: "Cost Containment in the Service Sector," *Virginia Accountant Quarterly*, 1988; "The Wireless Communications Industry: After AT&T-McCaw," in *Strategic Management of Technology and Innovation*, Irwin, 1993; "Innovations as Catalysts for Organizational Change: Shifts in Organizational Cognition and Search," *Administrative Science Quarterly*, 2000; "A Process Study of Competition Between New Product Initiatives: The Influence on Risk Taking and Organizational Learning," Dissertation, Graduate School of Business, Stanford University, 2000. Awards: Doctoral Program Merit Scholar, Graduate School of Business, Stanford University, 1990-91; National Consortium for Educational Access Fellow, 1991-94; Unsung Hero Award for outstanding non-core teaching, Kellogg School of Management, Northwestern University, 1997-98; Harvey H. Bundy III T'68 Fellowship for scholarly excellence, Tuck School, 2005-06. Professional Activities: **Academic positions:** Lecturer, School of Engineering, Stanford University, 1991-93; Visiting Assistant Professor, Kellogg School of Management, Northwestern University, 1997-99; Tuck School of Business, 2000-present; Faculty Affiliate, Glassmeyer/McNamee Center for Digital Strategies, Tuck School, 2001-present. **Nonacademic positions:** Industrial Engineer, Eastman Kodak Company, 1981-82; Senior Manager, Management Consulting Department, KPMG Peat Marwick, 1984-89. **Board memberships:** Participate.com

### **DARRYL WILLIAMS**

Daryl Williams is a Director in Research and Policy at the Kauffman Foundation in Kansas City. Williams's responsibilities primarily include minority entrepreneurship research and programmatic initiative development. Williams holds a BGS, an MA, and is pursuing a doctorate in Sociology from the University of Kansas. Williams has been at the Kauffman Foundation since 1999.

### **TED ZOLLER**

Ted Zoller is an adjunct assistant professor of entrepreneurship and executive director of the Center for Entrepreneurial Studies at UNC Kenan-Flagler. He oversees the Center and its outreach programs. He serves as the primary liaison to UNC's Carolina Entrepreneurial Initiative and to key partners in entrepreneurship, including the Center for Entrepreneurial Development, regional venture capitalists, local economic developers and regional business leaders. Professor Zoller has taught entrepreneurship courses at UNC Kenan-Flagler since 1999. He is the founding instructor of its "Launching the Company" program, which has increased the number of spin-off companies from UNC-Chapel Hill. He is a former high-tech entrepreneur and principal with American Management Systems, Inc. He was the founding director of economic development at the College of William & Mary, where he developed Jefferson Park, an advanced technology research park. He is completing his PhD in economic development at UNC-Chapel Hill focusing on business formation originating in Research Triangle Park. He has a bachelor's degree from William & Mary and master's degrees from Syracuse University and the University of Virginia.

## **HISTORY OF THE OPPORTUNITY FUNDING CORPORATION**

The Opportunity Funding Corporation (OFC) is a Section 501 (c) (e) not-for profit corporation which was created in 1970 to facilitate the ownership of for-profit business entities by minorities and other disadvantaged persons through provision of investment capital. OFC, by utilizing guarantees, direct loans and equity investments, has generated in excess of \$66 million in capital for over 184 minority owned companies in 35 states. Through equity investments in financial intermediaries such as OFC, Inc., Syndicated Communications, Inc., S&L Acquisition Company, Inc., OFC has generated another \$200 million in financings from banks, insurance companies, venture capital companies and others for literally hundreds of additional small business concerns.

At inception, OFC's primary mission was to be a risk taker which tested various models for the stimulation of minority business development. OFC was initially funded by the United States government Office of Economic Opportunity during the administration of President Nixon in the amount of \$7 million. OFC Governor David Hertz and the late John G. Gloster, a former Atlanta bank executive and OFC official, presented the OFC concept directly to President Nixon. OFC was spun out of the federal government during the Carter administration as a not-for-profit organization. In 1984, OFC created OFC, Inc. to serve as a for-profit holding company and transferred a substantial amount of its assets to OFC, Inc. which, in turn, further transferred these assets into the capitalization of Syncom and Fulcrum. These entities, Syncom and Fulcrum, served as the financing vehicle for the hundreds of minority entrepreneurs who have successfully launched minority business enterprises nationwide right up to the present day.

## MOHAMMAD BHUIYAN, PH.D.

Dr. Mohammad Bhuiyan is the President & CEO of Minority Entrepreneurship Education, Inc.(MEE) and the Director of the OFC Venture Challenge. He has over eighteen 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 the President and & 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, 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. Before becoming the President & CEO of Minority Entrepreneurship Education, Inc.(MEE), Dr. Bhuiyan served as Assistant Dean, Department Head, and faculty member at 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 international business management, entrepreneurship 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, Bangladesh, Brazil, Canada, Chile, China, France, Germany, India, Italy, Japan, Malaysia, Mexico, Peru, Saudi Arabia, Singapore, Spain, Switzerland, Taiwan, Thailand, Turkey, United Arab Emirates, United Kingdom and the United States.** 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 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, 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 Atlanta Constitution Journal, 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 an eighteen-year-old son, Avi.

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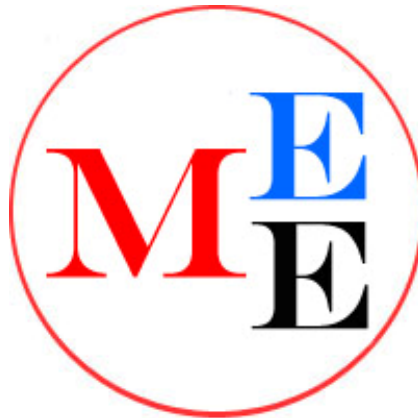
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