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WELCOME
OFC VENTURE CHALLENGE
BRIDGING THE ENTREPRENEURIAL GAP
FOURTH ANNUAL BUSINESS PLAN COMPETITION

Welcome to the Fourth Annual OFC Venture Challenge Business Plan Competition for Historically Black Colleges and Universities (HBCUs) offering MBA/Graduate Business Degrees, April 15-18, 2004 at the Omni Hotel, Atlanta, Georgia. Opportunity Funding Corporation sponsors this annual competition as a major effort in encouraging entrepreneurship. Our program has experienced a tremendous growth in size and popularity over the last four years. As a result, OFC has been joined by many additional supporters in pursuit of “Bridging The Entrepreneurial Gap.”

The OFC and the participating institutions are indebted to Clark Atlanta University, our host institution, its President, Dr. Walter Broadnax; Dr. Edward Davis, Dean of the CAU School of Business; and CAU Professor Dr. Mohammad Bhuiyan, Director of OFC Venture Challenge Program and Business Plan Competition, for their support and outstanding leadership.

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

Mr. Ray Robinson of The East Side Community Foundation will be the featured speaker at this year’s Awards Dinner and Mr. William A. Clement, Chairman & CEO of DOBBS, RAM & Company will be the featured speaker at the Friday Night Dinner.

The Governors of the Opportunity Funding Corporation

Jesse Hill, Jr., Chairman

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

Governors:

Danny Bakewell, Sr. John Butler William Clement

Gary M. Cadenhead, Sharon Pratt

Major Gen. Lucius Theus, Retired Herbert Wilkins, Sr. Wesley Williams

OFC VENTURE CHALLENGE

ADVISORY COUNCIL

CHAIR

Mr. Reuben McDaniel III
President, Jackson Securities, Inc.

CO-CHAIR

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

MEMBERS

Mr. George Andrews
President and CEO, Capital City Bank Trust

Mr. Isaac Blythers
President and CEO, Atlanta Gas Light Company

Leona Barr-Davenport
President & CEO, Atlanta Business League

Mr. Harold Dawson, Jr.
President and CEO, Harold Dawson Co., Inc.

Mr. Thomas W. Dortch, Jr.
President and CEO, TWD, Inc.

Mr. Ike Harris
President, BellSouth Enterprises

Mr. Oscar Harris, AIA
Founder and Chairman, Turner Associates

Mr. Richard Holmes
Senior Vice President, Corporate Affairs, Georgia Power

Mr. Jerome Russell
President and COO, H J Russell & Co.

Mr. James Young
President and CEO, Citizens Trust Bank

OFC VENTURE CHALLENGE COMPETITION
Omni Hotel at the CNN Center, Atlanta, GA
April 15-18, 2004

Schedule of Events

Thursday, April 15

| | |
|--------------------|--|
| Noon – 9:00 PM | Teams/Board Members/Judges/Deans/Advisors Arrive at Omni Hotel |
| 1:00 PM – 9:00 PM | Registration (Omni Hotel Main Lobby) |
| 4:00 PM – 7:00 PM | Equipment check (Rooms: Birch, Pine, and Maple ABC (list below)) |
| 6:30 PM - 10:00 PM | Dinner: McCormic & Schmick's (No Program) |
| Free Evening | |

Friday, April 16

| | |
|---------------------|--|
| 7:30 AM – 8:30 AM | Breakfast: Prime Meridian Restaurant |
| 8:30 AM | Deans/Advisors Meeting (Spruce Room) |
| 9:00 AM – 10:30 AM | Team Registration (Atrium Terrace) |
| 9:30 AM – 11:30 AM | Equipment check (Rooms: Birch, Pine, and Maple ABC (list below)) |
| 11:30 AM – 12:20 PM | Lunch: Prime Meridian Restaurant |

Friday, April 16

General Briefing: Maple ABC Room

| | |
|----------|--|
| 12:30 PM | Gen. Briefing (All Judges, Advisors, and Team Members must attend) |
|----------|--|

| | |
|----------------|---------------------------|
| 1:00 PM | Competition Begins |
|----------------|---------------------------|

Friday, April 16

Track 1: Pine Room

| | |
|---------|-------------------------------------|
| 1:00 PM | University of District of Columbia |
| 1:35 PM | North Carolina A&T State University |
| 2:10 PM | University of West Indies |
| 2:45 PM | Hampton University |
| 3:20 PM | Break |
| 3:30 PM | Tennessee State University |
| 4:05 PM | Alabama A&M University |
| 4:40 PM | Jackson State University |
| 5:15 PM | Judges Deliberate |

Friday, April 16

Track 2: Maple ABC Room

1:00 PM Texas Southern University
1:35 PM Clark Atlanta University
2:10 PM North Carolina Central University
2:45 PM Alcorn State University
3:20 PM **Break**
3:30 PM Prairie View A & M University Break
4:05 PM South Carolina State University
4:40 PM Florida A&M University
5:15 PM Judges Deliberate

Friday, April 16

Track 3: Birch Room

1:00 PM Fayetteville State University
1:35 PM Morgan State University
2:10 PM Lincoln University of Missouri
2:45 PM Bowie State University
3:20 PM **Break**
3:30 PM Albany State University
4:05 PM Delaware State University
4:40 PM Judges Deliberate

Friday, April 16

Reception and Dinner at Bombay Grill: Buses will leave at 6:15 PM Sharp

6:45 PM **Reception: Hosted by: WILMOCO Capital Management, LLC and Dobbs, Ram & Co.**

8:00 PM **Dinner: Hosted by: Deloitte**

Announcement: 6 First Round Winners

Live Entertainment

Saturday, April 17

| | |
|-------------------|---|
| 7:30 AM – 8:30 AM | Breakfast: Prime Meridian Restaurant |
| 8:30 AM | Deans/Advisors Meeting (Spruce Room) |
| 9:30 AM | Finalist teams register (Maple ABC Room) |
| 10:00 AM | General Briefing (Judges, Finalists and their Advisors must attend) Maple ABC Room |
| 10:30 AM | First Place Winner from Track 1 |
| 11:10 AM | Second Place Winner from Track 2 |
| 11:50 AM | First Place Winner from Track 3 |
| 12:30 PM | Lunch: Prime Meridian Restaurant |
| 1:15 PM | Judges, Team Members report back |
| 1:30 PM | Second Place Winner from Track 1 |
| 2:10 PM | First Place Winner from Track 2 |
| 2:50 PM | Second Place Winner from Track 3 |
| 3:30 PM | Further Questioning of Finalists (if necessary) |
| 3:45 PM | Judges Deliberate |

Saturday, April 17

Atrium Terrace

| | |
|-------------------|--|
| 6:30 PM – 7:30 PM | Reception –Hosted by PriceWaterhouseCoopers |
| 7:30 PM | Awards Dinner: Hosted by Georgia-Pacific |

Sunday, April 18

| | |
|----------------|--------------------------------------|
| 7:30 – 8:30 AM | Breakfast: Prime Meridian Restaurant |
|----------------|--------------------------------------|

Sunday, April 18

Maple ABC Room

| | |
|----------|---|
| 8:30 AM | Governors/Judges/Deans/Presenters/Faculty Round Table Meeting |
| 10:00 AM | Program Ends and Participants Depart |

OFC Venture Challenge Judges

COLIN BRADY

Mr. Brady is President and CEO of Pinnacle Partners International, Inc., a management consultancy focused on serving the broad needs of small and start-up companies. Prior to founding PPII, Mr. Brady spent 16 years in senior management and consulting roles for several global executive search firms. Earlier, he was a division president and corporate officer of Philips Industries, as well as CEO of Portals, Inc, and a board member of the UK parent company. Mr. Brady is the founder and Chairman-Emeritus of the International Leadership Council, a forum for the leaders of the 35 bilateral international chambers of commerce in Atlanta. He is a member of the Institute of Directors (IOD) in London, an organization devoted to promoting good corporate governance. He has lectured and published articles on leadership and global business issues and was an instructor in the Graduate School of Industrial Administration at Carnegie Mellon University. The New York Times and Business Week magazine have featured Mr. Brady as a technologically astute businessman.

Colin Brady received his Bachelor of Science degree from Southern Methodist University in Dallas and earned his MBA from California State University at Fresno. Mr. Brady is one of only a handful of Americans inducted into an Order of Knighthood by Her Majesty Queen Elizabeth II: Officer of the Most Excellent Order of the British Empire (OBE).

JOHN SIBLEY BUTLER

John Sibley Butler holds the Gale Chair in Entrepreneurship and Small Business in the McCombs School of Business at The University of Texas at Austin. He is Chair of the Management Department. He is also the Sam Barshop Fellow at the Institute for Creativity, Capital and Innovation (IC²). He holds a joint appointment with the Department of Sociology. His research is in the areas of organizational behavior and entrepreneurship/new ventures. He has published extensively in professional journals. His most recent books include *Immigrant and Minority Entrepreneurship*. During the last five years, he has concentrated on the building of the technopolis, or creating enterprises, wealth and jobs within communities. His most recent book project is the *Science of Entrepreneurship: Building the Technopolis*. Professor Butler has served as a consultant for many firms and the U.S. Military.

John Butler received his undergraduate degree from Louisiana State University in Baton Rouge, Louisiana and a Ph.D. from Northwestern University in Evanston, Illinois.

WILLIAM CLEMENT, JR.

Bill Clement is the Chairman and CEO of DOBBS, RAM & Company, a systems integration company that provides comprehensive turnkey information technology services and solutions. DOBBS, RAM & Company is the primary contractor engaged by the U.S. Internal Revenue Service (IRS) to maintain its State Retrieval Subsystem of the Electronic Filing System, the national system used to electronically receive federal income tax returns. The Company provides twenty-four hour, seven-day software support to the six IRS Electronic Filing Service Centers across the United States. 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. Mr. Clement has served as the Vice President and Senior Loan Officer of the Citizens Trust Bank, Atlanta, Georgia. Mr. Clement is the Chairman of the Board of Directors of the Atlanta Life Financial Group, Inc. and the Atlanta Life Insurance Company. He is a former Director of the National Cooperative Bank, Washington, DC.

Bill Clement received his BA from Morehouse College and his MBA from the Wharton Business School at the University of Pennsylvania.

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

Retired Lieutenant General Art Gregg has more than 40 years of professional experience, having held senior level command and staff positions in the military and several executive positions in industry. His record of performance demonstrates his ability to lead organizations to success, including new businesses and turn-around situations. As a result of his extensive experience, he is well known in the military services and the business community. General Gregg retired from active management in July 1996 but continues an active schedule as a member of several corporate and academic boards. He is the Honorary Colonel Emeritus of the Quartermaster Regiment, helping to inspire its members through a better understanding of its history and heritage. General Gregg is a Governor and Vice Chair of the Board of the Opportunity Funding Corporation.

Art Gregg received his BS from Saint Benedict College, graduating summa cum laude. He has completed graduate level courses at the Army War College and at the Command and General Staff College and completed the Executive Program in National Security at Harvard University's John F. Kennedy School of Government.

ISAIAH HARRIS

Ike Harris is the President – BellSouth Enterprises for BellSouth Corporation in Atlanta, GA. He is responsible for the corporation's European and Latin American operations, as well as for BellSouth's Advertising and Publishing Company. He is co-chairman of BellSouth's Diversity Council. He serves as a board member at International Multifoods, Inc., Atlanta Life Financial Group, Henry W. Grady Foundation and the Iowa State University Board of Governors. He also serves the United Way of Metropolitan Atlanta as a member of the Finance Committee.

Ike Harris received his BS from Iowa State University and is a graduate of the University of Minnesota Executive MBA Program. He is a member of the American Institute of Certified Public Accountants.

REUBEN MCDANIEL, III

Reuben R. McDaniel, III is the President/CEO of Jackson Securities Inc. In managing the company's day-to-day activities, he relies on his proven financial insights, exceptional talents in building relationships, strong analytical background and consummate corporate management skills. He has held various board memberships, including the East Texas State University, the Dallas Assembly, Goodwill Industries of Dallas, Vote Texas, Inc., the Dallas Chapter of the Texas Ex-Student Association, Big Brothers/Big Sisters of Fayetteville, Arkansas, and the University of Arkansas Business School Advisory Board. Mr. McDaniel is a current member of the Board of Directors for Sanderson Industries, Inc., PRWT, Inc. and the Georgia Chamber of Commerce.

Reuben McDaniel earned the B.A. in Economics and Math from the University of North Carolina at Charlotte and an MBA in Finance from the University of Texas. He is registered with the National Association of Securities Dealers as a Municipal Securities Principal (Series 53), General Securities Principal (Series 24), General Securities Representative (Series 7) and Uniform Securities Agent (Series 63).

AVERY MUNNINGS

Avery Munnings is a partner in the Atlanta-based Mergers & Acquisitions Group (M&A) of Deloitte & Touche LLP where he serves as a full-time M&A professional. During his tenure with Deloitte, Avery has spent most of his time serving large public companies mostly engaged in rapid expansion through merger and acquisition activity. His industry experience also includes financial institutions, financial services, manufacturing, professional services and high technology. During his time in the Deloitte national office, he also developed numerous training courses and designed training materials which are used by Deloitte on a national basis. He also co-authored two publications which have been distributed throughout Deloitte worldwide. He is a member of Phi Beta Kappa and the AICPA. He serves on the Board of Directors of Big Brothers Big Sisters of Metro Atlanta and America's Second Harvest.

Avery Munnings graduated with a Bachelors Degree in Accounting from Morehouse College in Atlanta, GA, where he received numerous awards for academic excellence, including valedictorian of his class.

LARRY PATRICK

Larry Patrick a Manager with PricewaterhouseCoopers LLP comes to the OFC Venture Challenge with a broad range of capital markets experience. Mr. Patrick has experience in providing financial consulting services in complex commercial real estate finance, corporate finance, securitization, intellectual property litigation, product liability litigation, real estate litigation, securities litigation, reorganization, and valuation; including expert witness testimony. His consulting experience includes matters involving breach of contract, trademark and patent infringement, failure to fulfill fiduciary responsibility, business valuation and damages calculations. His litigation experience includes testimony as a financial expert witness. His work has generally involved the analysis of complex financial structures and transactions, portfolio analysis and liquidation, damage quantification, development of financial models, operational audits and the evaluation of financial performance and condition. Additionally, Mr. Patrick has extensive experience in commercial banking including lending and loan structuring.

Mr. Patrick has earned; an M.B.A in Finance, from the University of Texas at Austin and a B.S. in Economics, from Auburn University. He has Series 7 and 63 Securities License. He is also a graduate of Robert Morris Commercial School of Lending at the University of South Florida.

STANLEY E. PORTER

Stanley leads Management Solutions' East Region Energy Practice. Stanley has significant experience in assisting energy clients in matters regarding strategy, merger & acquisitions, deregulation, performance improvement, technology evaluations and business change implementations. Stanley has served utility and petroleum clients in the upstream, midstream and downstream segments. Prior to joining Deloitte & Touche, Stanley was a Vice President at Cap Gemini Ernst & Young (CGE&Y) in the Energy Practice. Additionally, Stanley has worked for Exxon as a Marketing Manager and Downstream Planning Analyst. Stanley is a member of the National Black MBA Association, Kappa Alpha Psi, American Heart Association, City Dance (Board member), and Texas Southern University's Jesse H. Jones School of Business Advisory Council.

Stanley earned his BS, in Psychology from Wofford College, and his MBA in Management & Operations from Duke University Fuqua School of Business.

SHARON PRATT

Sharon Pratt, the former Mayor of Washington, D.C., is the CEO and President of the Centre, Inc., a company that facilitates deals, investments and economic development throughout Sub Saharan Africa. @theCentre has become a leader in recruiting U.S. private investment needed to build the infrastructure to combat HIV/AIDS, TB and malaria. Prior to becoming Mayor, Ms. Pratt served as a Vice President of Public Policy at the Potomac Electric Power Company and for a short time as Of Counsel with Sidley & Austin law firm. When leaving office, she served as a Senior Fellow at the Harvard University Kennedy School's Institute of Politics. Ms. Pratt serves on the Boards of Ingenium Corporation, the Center for Creative Leadership, the Corporate Council on Africa and the Opportunity Funding Corporation.

Sharon Pratt received her BA in Political Science from Howard University, graduating with Honors as well as serving as a Fulbright Scholar. Three years later she received her Juris Doctor from the Howard University Law School, again graduating with Honors having served as an Editor on the Law Review.

KEN RICHARDS

Ken Richards is a Principal in the CFO Services practice of Atlanta-based Deloitte Consulting LLP. Ken has focused most of his consulting career assisting middle market companies with significant change. His experience includes merger integration, strategic cost reduction, system strategy and selection, and process redesign. His industry experience included technology, manufacturing, and professional services. He serves on the board of directors of Families First and the Atlanta Outward Bound Center, and serves on the National Technology Committee for Boys and Girls Clubs of America. Prior to joining Deloitte, Mr. Richards worked for Ernst & Young, Intel Corp., and NCR Corp.

He graduated from Villanova University with a Bachelor of Electrical Engineering degree with a Computer Science minor, and earned his MBA from Cornell University.

RICHARD SIBBERNSEN

Richard Sibbersen is Vice President - Human Resources and an officer of BellSouth Corporation headquartered in Atlanta, GA. He joined BellSouth October 1, 1997. In his position, he is responsible for the development and direction of human resource strategies, plans, programs and policies corporate-wide. He also is responsible for leadership and executive development, succession planning, and overall corporate education. Prior to joining BellSouth, Sibbersen was head of corporate human resources for TNT Limited, the worldwide transportation company based in Sydney, Australia. He also spent 18 years at Tenneco Inc. and a number of its subsidiaries in various Human Resources positions of increasing responsibility. When he left Tenneco in 1993, he was Senior Vice President of Corporate Relations at the company's J. I. Case subsidiary.

A native of Omaha, Nebraska., Sibbersen graduated Phi Beta Kappa with a Bachelor of Arts degree from Marquette University in 1971, and earned a law degree from Creighton University in 1974.

CARL B. SMALLS

Carl B. Smalls is the Managing Director and Chief Executive Officer of WILMOCO Capital Management, LLC, an investment management firm. He joined WILMOCO in 1991 as Vice President of Investments. He became Managing Director and Chief Executive Officer in 1997 and sole owner in 1998. Before joining WILMOCO, he was a Senior Financial Analyst for the Ford Motor Company and the Founder and President of the Cbs Group, another financial services firm. He also worked as a Finance Professor at the University of Detroit Mercy. He was also a Market Analyst for Volkswagen of America, Inc. He currently conducts financial seminars for the Detroit Lions, as part of the National Football League Player Enrichment Program. Also, he has been a Guest Lecturer at the Beijing Institute of Technology in the PR of China.

Carl B. Smalls is a graduate of the Harvard University John F. Kennedy School of Government Program on Investment Decisions and Behavioral Finance. He holds an MBA with a dual concentration in Finance and Marketing from the Atlanta University Graduate School of Business, where he was also a Volkswagen Scholar of America. He received a Bachelor of Science degree in Textiles from North Carolina A & T State University.

JEAN SMITH

Jean M. Smith is a Vice President of JPMorgan Chase, and is responsible for the marketing initiatives in the Real Estate Lending Unit of the JPMorgan Chase Community Development Group. She has spent her entire adult career in banking, and has held a number of positions. As the Senior Banking Officer she was responsible for managing the flagship branch of Chase Manhattan Bank. The flagship branch located on Wall Street was the largest in the Chase group of branches worldwide. The branch had over \$9B in assets and serviced international and domestic clients. She was the first African American and Women to hold the position. She was the first to introduce signature imaging at Chase. Prior to managing Plaza Banking she was a Commercial Lending Officer in Chase's middle market. She serves on the boards of Citizens Advice Bureau, Excelsior College, and Youth Education in Sports (YES).

Jean M. Smith received a BA from Fordham University. She completed the Smith College Management Program and Chase's Credit Training.

LUCIUS THEUS, MAJ. GEN. USAF (RETIRED)

Lucius Theus is the Owner and President of The U.S. Associates - human resources, civic affairs and business management-consulting firm and Chief Operating Officer and Principal of The Wellness Group, Inc.- provider of employee assistance and other health promotion programs. Formerly, he was a financial management and civic affairs executive with the Bendix Corporation and its successor Allied Signal Corporation. Theus serves on the Boards of Directors of several corporations, Embry Riddle Aeronautical University and Lane College as well as on the Boards of a number of non-profit educational, arts, welfare and civic organizations. He served with the Tuskegee Airmen during WW II. Prior to retirement from military duty he was in charge of all Accounting and Finance operations for the United States Air Force worldwide.

Lucius Theus is a distinguished graduate of the Air War College and the Industrial College of the Armed Forces. He is also a graduate of the Advanced Management Program of the Harvard Business School and holds a BS degree from the University of Maryland, an MBA from George Washington University and an honorary degree of Doctor of Business Administration from Madonna University.

HERBERT P. WILKINS, SR.

Prior to starting Syndicated Communications, Inc. in 1977 and serving as its first President and CEO (he is now also its Board Chairman and principal shareholder), Herbert Wilkins, Sr. owned a management consulting firm; was Senior Vice President of Urban National Corporation, a Boston based venture capital fund; and Principal-in-Charge of Management Advisory Services for Lucas, Tucker & Company, certified public accountants. He currently sits on the board of directors of numerous companies including District Cablevision, Inc., BET Holdings, Inc., and TCI Great Lakes. He is the past founding Chairman of the Board of the Entrepreneurial Growth and Investment Institute. He has served twice as Chairman of the National Association of Investment Companies. He presently serves as President and CEO of a group of broadcast stations that are principally owned by the SYNCOM Funds.

Herbert Wilkins, Sr. received a Bachelors of Science degree from Boston University and an MBA from the Harvard University Graduate School of Business Administration.

BO WILLIAMS

Bo Williams has spent most of his career working at Goldman Sachs, the New York-based securities house. He started as a mergers and acquisitions generalist, advising Fortune 500 companies in a variety of industries. He moved from investment banking to Goldman's then fledgling Urban Investment Group. The Urban Investment Group is now a private equity effort within Goldman's merchant bank, focused on investing in underserved communities and/or with ethnic minority entrepreneurs. The group looks at deals across industries and is split between real estate and corporate efforts. Williams has primarily concentrated on corporate investments, especially in the areas of media/entertainment and for-profit charter school management, and will again upon returning to Goldman in June.

Bo Williams graduated *cum laude* from Harvard College in Sociology. He will earn an Masters of Business Administration degree from the Harvard Business School this June.

OFC VENTURE CHALLENGE TEAMS

Alabama A& M University

GUSTO'S GAMING AND GRILLE

Gusto's Gaming and Grille: provides state-of-the-art high-energy interactive simulation and virtual games, serves unique "Gusto Burgers" to all families and individuals in greater Huntsville/Madison Alabama area.

Team:

Corey Chester

Larry Moore II

Jennifer Fleming

Alecia Hayes

Irene Q-Papafio

Adviser: *Qian Ruby Shen*

Albany State University

COFFE ESPRESSO

Coffee Espresso: is a retail coffee shop in Albany Georgia is being presented for assessment and ultimate funding. The long-term intent is to grow into chain coffee shops throughout the U.S.

Team:

James Gilmore

Carla Hawkins

Erica J. Smith

Kenneth Adidde

Marcus Mapp

Adviser: *Jonathan Elimimian*

Alcorn State University

MISS LOU SWEET POTATO CHIPS

Miss Lou Sweet Potato Chips: will manufacture, package, and distribute, healthy baked sweet potato chips, in the 500-mile radius area around Natchez, MS.

Team:

John J. Ballard

Teresa Hairston

Forrest Johnson, III

Anderson Sosoo

Lacey Taylor

Adviser: *Steve Wells*

Bowie State University

GLOBAL EGATEWAY, INC.

Data Solution Systems (DSS) provides state-of-the-art tracking and monitoring technologies for diabetics to constantly track their blood sugar levels and it coordinates the rapid delivery of medical intervention to control hyper-or hypoglycemic incidents.

Team:

Kwabena Asomani

Shaun Lee

Troy Brockett

Satiah Pee

Adviser: *David Anyiwo*

Clark Atlanta University

SUPLIMED

Supplimed is a procurement agent within the healthcare industry that will bring together hospitals, healthcare facilities and long-term care facilities with distributors in a centralized virtual marketplace for the purpose of buying and selling medical supplies.

Team:

Stephanie Boddie

Tiffany Crawford

Donald Hicks

Samir Idris

April Jackson

Adviser: *Lynn Patten*

Delaware State University

TECHNOLOGY TRANSFER PARTNERS, LLC.

Technology Transfer Partners, LLC: provides consulting and research assistance to transition protectable technologies and products from the university research lab to commercial application.

Team:

Carlos Marcano

David Femi

Jim Oscar Obidike

Patrick Hamilton

Adviser: *Young Kwak and Caroline Glackin*

Fayetteville State University

AUDIO-VISUAL INTERACTIVE, INC. (AVI)

Audio-Visual Interactive, Inc. (AVI), is a company that provides a turn-key solution for the provision of real-time, fully interactive video class conferencing to education and workforce development organizations by harnessing the very latest in video conferencing technology; AVI's product, *Video Classroom*TM will revolutionize the delivery of online content.

Team:

Joseph Fort

Anthony Martyn

Myron Wong

Jill Nunnery

Elizabeth Ocalan

Adviser: *Assad Tavakoli*

Florida A&M University

ELLIPSE INC.

ELLIPSE Inc.: will provide simple, flexible and low cost application software to facilitate efficient employee scheduling in organizations whose operating characteristics include variable demand for service, flexible resource availability, scheduling constraints, targeted/desired levels of service and a need for efficient resource utilization

Team:

Tina Bozeman

Zena Diggs

Eric Gillman

Amy Dawkins

Advisor: *Colin O. Benjamin*

Hampton University

THE BRICK HOUSE

The Brick House is a state of the art sports facility with the motto: "Something for everyone?". Our mission is to bridge the gap between recreation and entertainment while creating a safe and fun environment for our patrons. Getting fit shouldn't be this fun!

Team:

Jihan Woods

Michael Bryant

Mahari Bailey

Khalifat Harris

Adviser: *Lisa Martin*

Jackson State University

ANGEL SAFE J-TRAKKER LLC.

Angel Safe J-Trakker will provide personal security devices for combating the sweeping wave of crime on college campuses throughout the nation.

Team:

Sharon Johnson

Jocynn Watson

Jerrin Bell

Joseph Davis

Waymon Richardson

Adviser: *Mary White*

Lincoln University of Missouri

JEFFERSON CITY CONVENTION CENTER & HOTEL

Jefferson City Convention Center & Hotel is a closely held corporation that is being developed to raise funding and create a convention center & hotel. Providing the "Center of Hospitality" in the capital city of Missouri.

Team:

Avis C. Evans

Hueggert Annan

Seyed Ali Goharjoo

Brandon Ford

Romie Harris

Adviser: *Sherrie Koechling*

Morgan State University

SIMULTECH, INC.

SimulTech, Inc. is the developer of LymphSim, a life-like training simulator that emulates the symptomatic behavior of the lymph nodes during the early stage of a disease such as Lymphoma.

Team:

Anwar L. Young

Mardis Charles Hall

Adviser: *Ali Emdad*

North Carolina A&T State University

ENNOVATIONS SOLUTIONS GROUP, LLC.

Ennovations Solutions Group, LLC (ESG) specializes in providing superior information services, solutions, and technology to the service industry. Its premier product is an Electronic Menu Ordering System (E-MOS), which will revolutionize the restaurant industry by enabling customers to submit their food order directly to the kitchen at their convenience, thus increasing order accuracy and reducing customer wait time.

Team:

James Ellis

Adrian Martin

Jeremy S. Tillman

Randi Epps

Shawanna Townes

Adviser Alice M. Johnson

North Carolina Central University

UNISON ENGINEERED LAB SOLUTIONS, INC.

Unison Engineered Lab Solutions, Inc.(Unison): offers two branded solutions, UNI-KIT and UNI-TEK to address DNA, oncology and Infectious diseases that reduce costs and produce faster procedures, resulting in far less errors and rework.

Team:

Kimberly Brothers

Amos Kipyegon

Jason Massey

Philip Straughan

Adviser: Henry Fernandez

Prairie View A & M University

AUTO INFORMATICS REAL TIME (AIRT)

Auto Informatics Real Time (AIRT) offers medium to large businesses and their customer's access to online vehicle maintenance/repair status as well as real-time maintenance/repair scheduling.

Team:

Rickeno Bullard

Anthony Leatherwood

Omer W. Minhas

Midhat Asghar

Adviser: John Dyck

South Carolina State University

GREEN AQUAFARM, INC.

Green Aquafarm, Inc., founded in early 2004 by a group of agribusiness graduate students, is a unique enterprise aiming to be recognized in the industry as the producers of high quality organic fish and vegetables in a symbiotic relationship. The production lines include fish and vegetable production, green aquafarm systems, and Tilapia fish breeding services.

Team:

Isaiah Jones, Jr.

Apetsi Kumassah

Raghav Sundaresh

Tomas Bubilek

Adviser: Haile Selaasie

Tennessee State University

POINTS BEYOND CONSULTING GROUP, INC.

Points Beyond Consulting Group, Inc.: provides professional services, marketing and research services, information services and outsourcing services to small and medium size companies in manufacturing and distribution industries.

Team:

Akhona Fakudze

David Martin

Nigel Williams

Micah Shepard

Adviser: *William Latham*

Texas Southern University

COLOR THERAPY DELIVERY TECHNOLOGIES

Color Therapy Delivery Technologies is a start-up company that specializes in the delivery of color therapy for physical and mental ailments to households seeking an alternative to conventional medical remedies.

Team:

LaRonnda Berry

Olevia Gantz

Mohamad Tareef

Naveed Haider

Solomon Oluoch

Adviser: *John Williams*

University of the District of Columbia

FIREBIRD CAFE

Firebird Cafe, is a medium-sized natural and healthy food cafe at the University of the District of Columbia, Washington, D.C. Its aim is to target the entire university community and various office workers in the neighborhood around the university, known to locals as Forest Hills. **Team:**

Olayinka Anjorin

Mouhamadou Seck

Tracey Gross

Isowamwen Aibangbee

Adviser *Herbert Quigley*

University of West Indies

SBSJ WIRELESS SOLUTIONS LTD.

SBSJ Wireless Solutions Ltd.: markets TransTrek, which is a technologically innovative service, that enables a public passenger commuter to determine how far a bus is located in time from his or her present location and it will assist them in determining the best route to their destination. This is accomplished through the use of a mobile phone and few dialing instructions.

Team:

Jacqueline Johnson

Steve Whyte

Beverly Crooks-Johnson

Stacey Wong

Advisor: *Maxine Garvey*

SPONSORS

AirTran Airways, Inc.

AirTran Airways, Inc. provides air transportation service primarily in the eastern United States. AirTran Airways, Inc. provides basic air transportation with a simplified reservation systems and check in procedure. It operates 75 aircrafts making approximately a total of 436 flights per day serving 60 communities in 21 states. The schedules are designed to provide service and connections for the business and leisure travelers and to facilitate connections for the passengers traveling through Atlanta. The Group offers a range of fares based on advance purchases of fourteen days, seven days, three days and walk-up fares.

Atlanta Gas Light Co.

Atlanta Gas Light is one of the nation's oldest utility companies. Today it serves nearly 1.5 million residential, commercial and industrial customers in 243 communities throughout Georgia. AGL is the eighth largest natural gas distribution utility in the United States, and the largest in the Southeast. After 1998 deregulation of the state's natural gas market, it still operates and maintains the gas pipes and read meters, with certified marketers handling the billing functions.

BellSouth Corporation

BellSouth Corporation is a Fortune 100 communications services company headquartered in Atlanta, Georgia. BellSouth and its affiliates serve more than 45 million local, long distance, Internet and wireless customers in the United States and 13 other countries. Consistently recognized for customer satisfaction, BellSouth provides complete communications solutions to the residential and business markets. BellSouth also provides online and directory advertising services through BellSouth® RealPages.comSM and The Real Yellow Pages®. With \$49.6 billion in assets, BellSouth companies operate throughout the United States and in a number of countries in Latin America and Europe.

BET (Black Entertainment Television)

BET owns Black Entertainment Television, a cable TV network featuring news and entertainment geared toward African-American viewers and available in about 46 million homes served by cable. It also operates BET on Jazz, a smaller cable network specializing in jazz music; a pay TV network called Action Pay-Per-View; and a direct marketing subsidiary, BET Direct. It has an interest in Emerge, a news magazine specializing in issues of concern to African-Americans. For example, BET and software giant Microsoft Corp. formed MSBET, an online site on the World Wide Web that contains news and entertainment. BET Soundstage, the first of a planned chain of BET-themed restaurants, opened in January in Prince George's County near the USAir Arena.

Butch Lewis Productions

Boxing's renaissance man, Butch Lewis is an well-known entrepreneur. Butch Lewis Productions has produced blockbuster pay-per-view events, feature films and television programming.

The Coca Cola Company

The Coca-Cola Company exists to benefit and refresh everyone who is touched by our business. Founded in 1886, our Company is the world's leading manufacturer, marketer, and distributor of nonalcoholic beverage concentrates and syrups, used to produce more than 300 beverage brands. Our corporate headquarters are in Atlanta, with local operations in over 200 countries around the world.

Citizens Trust Bank

For more than three-quarters of a century, Citizens Trust Bank has been serving the metro Atlanta community and today it is the largest African American owned bank in the Southeast, covering Georgia and Alabama. The bank earned \$1.4 million during fiscal 2002, which represents an 11.32% increase when compared to the \$1.3 million earned in fiscal 2001. Herman J. Russell, is the Chairman of the Board for more than twenty years. James Young is the President and CEO.

Deloitte

Deloitte, one of the nation's leading professional services firms, provides assurance and advisory, tax and management consulting services through 30,000 people in more than 100 U.S. cities. Deloitte, with offices worldwide, delivers consistent global service and staffs highly professional teams on the ground anywhere in the world. The Deloitte has been recognized as one of the "100 Best Companies to Work For" in America by *Fortune* magazine for four consecutive years.

Delta Air Lines

Delta traces its roots back to 1924, when Huff Daland Dusters was founded as the world's first aerial crop dusting organization. In 1928, the company became Delta Air Service. In 1941, the company moved its headquarters from Monroe to Atlanta, Georgia. Delta Air Lines transports more passengers worldwide than any other airline, through a vast worldwide route system. Delta mainline, domestic and international service, Delta Express, Delta Shuttle[®], Delta Connection[®], Delta SkyTeam[™] and Worldwide Partners operate 5,643 flights each day to over 438 cities in 78 countries.

DOBBS, RAM & Company

Founded in 1986, and based in Atlanta, Georgia, DOBBS, RAM & Company is the primary contractor engaged by the U.S. Internal Revenue Service (IRS) to maintain its State Retrieval Subsystem of the "E-Filing System" for income taxes. Each electronically filed state return is processed through a system designed, implemented and maintained by DRC. The Company provides twenty-four hour, seven-day software support to the six IRS Electronic Filing Service Centers across the United States. DRC concentrates on mainframe and mid-range computer software systems design, development, integration, implementation support, and project management. The Company's niche areas are in "Taxes and Crime".

Ewing Marion Kauffman Foundation

The Ewing Marion Kauffman Foundation is an operating and grant making foundation that works toward the vision of self-sufficient people in healthy communities. The Kauffman Foundation promotes entrepreneurial success at all levels, from elementary school students to high-growth entrepreneurs. We work with leading educators and researchers nationwide to create awareness of the powerful concepts of entrepreneurship. Our entrepreneurship Web site — <http://www.entreworld.org> — is devoted to this topic and provides more information about programs and resources in this arena.

Georgia-Pacific

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

Georgia Power

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

H. J. Russell & Co.

For nearly 50 years, H.J. Russell & Company has been a leader in the construction and real estate development industries. Russell is the single largest MBE real estate development firm, and one of the largest minority-owned business of any kind, in the United States. Russell offers a comprehensive list of services, including Real estate Development, Program management, Construction, Property Management, and Environmental.

Hewlett-Packard Company

Hewlett-Packard, a global provider of information technology, resides at the intersection of information appliances, e-services and always-on Internet infrastructure. That differentiated value can include access to a set of HP technologies, products, programs and services, including HP ecosystems, technology, sales and marketing capabilities, and technology financing.

Jackson Securities, Inc.

JACKSON SECURITIES is a full service investment bank that provides a broad spectrum of investment banking and brokerage services to institutional and retail clients throughout the United States. Headquartered in Atlanta, Jackson Securities has additional offices in Baltimore, Chicago, Houston, Miami, Orlando, New York, Philadelphia, Stamford (CT), Los Angeles and San Francisco. A closely-held company, Jackson Securities specializes in: Public Finance, Corporate Finance, Institutional Sales and Trading, Tax-Exempt Underwriting, Sales and Trading, Wealth Management, Research, Jackson Financial Products and Tiger Realty.

JP Morgan Chase & Co.

The JP Morgan Chase & Co., is a leading wholesale financial services firm, complemented by a strong and profitable U.S. consumer business. We have five business segments: Investment Bank, Investment Management & Private Banking, Treasury & Securities Services, JP Morgan Partners, Chase Financial Services, The JP Morgan and Chase brands continue to be used in the marketplace.

McCormick & Schmick's

McCormick & Schmick's is a privately-owned company which operates a variety of full service restaurants which feature 40 different varieties of fresh seafood. Menus are printed daily, based on product price and availability, usually featuring between 85 to 110 freshly prepared items emphasizing not only traditional seafood, meat and poultry, but also salads and pastas. In Atlanta, it is located at the CNN Center, 190 Marietta Street NW.

Opportunity Funding Corporation

The Office of Economic Opportunity funded OFC in 1970 during the Nixon administration to encourage "Black capitalism." OFC was spun out of the federal government in 1980 during the Carter administration as a not-for-profit organization. OFC's goal has been to facilitate business ownership by minorities and increase the flow of capital to disadvantaged firms and high-risk enterprises. The establishment of wholly owned for-profit subsidiaries Fulcrum Venture Capital Corporation and SYNCOM, facilitated this mission. Radio One had an IPO in 1999 and is Fulcrum's most successful investment. OFC is the founder of the OFC Venture Challenge .

PriceWaterhouseCoopers

At PriceWaterhouseCoopers, we measure our success by yours. Everyday our 125,000 people in more than 142 countries go to work to help our clients succeed. From Dublin to Durban, from Minneapolis to Manila, our job is channeling knowledge and value through five lines of service and 22 industry-specialized practices.

Radio One

Radio One was founded in 1980 and is the seventh largest radio broadcasting company in the United States and the largest radio broadcasting company in the United States primarily targeting African-Americans. It owns and/or operates 67 stations in 22 markets. Thirty-six of these stations (26 FM and 10 AM) are in 14 of the top 20 African-American radio markets. Radio One also programs five channels on the XM Satellite Radio system. Radio One, Inc. is led by our Chairperson and Founder, Catherine L. Hughes, and her son, Alfred C. Liggins, III. The market portfolio includes stations in Atlanta, Augusta, Baltimore, Boston, Charlotte, Cincinnati, Cleveland, Columbus, Dallas, Dayton, Detroit, Houston, Indianapolis, Los Angeles, Louisville, Miami, Minneapolis, Philadelphia, Raleigh-Durham, Richmond, St. Louis and Washington, D.C.

SYNCOM

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

WILMOCO Capital Management, LLC.

Wilmoco Capital Management, LLC. is a privately owned, Detroit-based investment management firm founded in 1990, with a regional office in Columbus, Ohio. Registered with the Securities and Exchange Commission, we are Michigan's first wholly-owned African-American investment advisory firm. While we specialize in investing for institutions and individuals, our steady growth is a direct result of our ability to build personal, one-on-one relationships with our clients.

WSB-TV

WSB-TV

OFC Venture Challenge

AWARDS

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

| | |
|-----------------------------|------------------------|
| First Place * | \$10,000.00 |
| Second Place** | \$5,000.00 |
| Third Place*** | \$3,000.00 |
| Fourth Place**** | \$2,000.00 |
| 2 Consolation Prizes | \$1,000.00 each |

Outstanding Business Plan

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

Outstanding Presentation

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

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- * First Place Winner: Sponsored by SYNCOM
 - **Second Place Winner : Sponsored by BET
 - ***Third Place Winner: Sponsored by Radio One
 - ****Fourth Place Winner: Sponsored by SYNCOM

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.

CLARK ATLANTA UNIVERSITY

Host University for the OFC Venture Challenge

Clark Atlanta University is a member of the consortium of Historically Black Colleges and Universities (HBCUs) known as the Atlanta University Center (AUC). Clark Atlanta University has undergraduate and graduate enrollments of about 5,000 students along with 275 full-time faculty. Clark Atlanta is the largest institution in the AUC and located in the heart of Atlanta. It offers undergraduate, masters, professional and doctoral degrees.

School of Business

The Clark Atlanta University School of Business with its diverse faculty and integrated curricula prepares undergraduate students for professional careers in accounting, finance, marketing, international business, general management and entrepreneurship. Masters of Business Administration (MBA) students pursue advanced courses in business management with concentrations in marketing, finance or decision science. The School offers MBA programs and undergraduate degrees that are fully accredited by the AACSB, the International Association for Management Education. There are approximately 800 undergraduate and 150 graduate students currently enrolled in degree programs at the School.

Dean of the School of Business, Dr. Edward Davis, has a distinguished record of achievement in quantitative analysis, strategic planning, information systems and entrepreneurship. There are over 30 full-time faculty with 23 doctoral degrees and a graduate placement rate of 85%. In the November 1998 issue of *Business Week*, the School of Business was ranked #2 as the best return on your investment for all business schools. In addition, the School of Business continues to graduate the largest number of African-American MBAs among all business schools.

MOHAMMAD BHUIYAN, PH.D.

Director of the OFC Venture Challenge

Dr. Mohammad Ali Bhuiyan, currently an Associate Professor and Director of the OFC Venture Challenge at Clark Atlanta University, 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, ACE, UC-Berkley, Harvard University Kennedy School of Government 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 joining Clark Atlanta University, he taught and served as Assistant Dean and Department Head at Hampton University, Fort Valley State University, Savannah State University, University of Florida and the University of Dhaka.

Dr. Bhuiyan's main teaching and research interest is 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, Canda, Chile, China, France, Germany, India, Italy, Mexico, 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.

He has authored and had feature stories 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) 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 sixteen-year-old son, Avi.

PARTICIPATING UNIVERSITIES

Alabama A&M University, Huntsville, Alabama

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

Albany State University – Albany, Georgia

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

Alcorn State University – Lorman, Mississippi

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

Bowie State University – Bowie, Maryland

Established in 1865, Bowie State University is the oldest historically Black institution of higher learning in Maryland and is one of the oldest in the nation. The Institution evolved from a normal school into a comprehensive university that offers a wide array of undergraduate, graduate and professional programs. Currently, Bowie State University serves a diverse student population, providing educational opportunities that will enable students to function in a highly technological and interdependent world. The University continues to honor its heritage of providing access to higher education for under-represented populations, with a commitment to African-Americans. Bowie State University remains a leader in the graduation of African-Americans in teacher education and technological fields. Bowie State University fosters a supportive, rigorous and collaborative environment that nurtures quality in academics and in professional and cross-cultural relationships. The University places particular emphasis on excellence in teaching and research on teaching methodology in order to improve the teaching/learning process. Bowie State University produces graduates who are leaders among their peers in a global community, who think critically, who value diversity and who are committed to high moral standards.

Clark Atlanta University – Atlanta, Georgia

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

Delaware State University, Dover, Delaware

Delaware State University is a public, comprehensive, 1890 land-grant institution. The mission of the University is to provide for the people of Delaware and others who are admitted, meaningful and relevant education that emphasizes both the liberal and professional aspects of higher education. Within this context, the University provides educational opportunities to all qualified citizens of this state and other states at a cost consistent with the economic status of the students as a whole. While recognizing its historical heritage, the University serves a diverse student population with a broad range of programs in instruction, service, and research, so that its graduates will become competent, productive and contributing citizens. The University recognizes that education is attained, in part, through the activities of the students themselves. It strives to provide and maintain a corps of scholars, lecturers, and educators dedicated to the enlightenment of mankind. To this end, the University endeavors to: provide a well-rounded liberal arts education with a concentration in either the sciences, the humanities, or the professions.

Fayetteville State University, Fayetteville, North Carolina

A comprehensive institution. Instructional programs at the undergraduate level are organized under the schools of Business and Economics, Education, and the College of Arts and Sciences. Provides undergraduate instruction in the educational center at nearby Fort Bragg/Pope AFB. Offers graduate degrees in elementary education, middle grades education, special education, educ. admin. and supervision, secondary education, business administration, English, history, biology, mathematics, psychology, political science, sociology, master of arts in teaching, and doct. in educ. leadership. Established as Howard School in 1867. Became state-supported State Colored Normal School in 1877, and Normal State School in 1926. First four-year class graduated and institution renamed Fayetteville State Teachers College in 1939. Became Fayetteville State College in 1963 and Fayetteville State University in 1969. Merged into the University of North Carolina in 1972.

Florida A&M University, Tallahassee, Florida

Florida A&M University is a four-year, public, co-educational and fully accredited institution of higher learning. The main campus is spread over 419 acres located on the highest of seven hills in Tallahassee, the capital of Florida. The total assets of the University are valued over \$190 million dollars. The campus is comprised of 131 buildings and has a current operating budget of over \$210,000,000. Florida A&M University student enrollment population consists primarily of undergraduates (students enrolled at the lower division). As of Fall 1997, Florida A&M University offered 108 undergraduate degrees in 64 undergraduate programs and 60 graduate degrees in 32 graduate programs (includes 1 professional and 7 doctoral degrees) within its 12 Schools and Colleges. The doctor of philosophy is offered in the College of Pharmacy and Pharmaceutical Sciences, College of Education and FAMU/FSU College of Engineering.

Hampton University – Hampton, Virginia

Hampton University has embraced the principles of "Education for life" and "learning by doing," since its founding in 1868 during the days of reconstruction. Founded on the banks of the Virginia Peninsula by Brigadier General Samuel Chapman Armstrong, the 29 year-old sons of missionary parents, Hampton became an oasis of opportunity for the thousands of newly freed people gathered behind Union lines. In 1984, Hampton's Board of Trustees formally adopted a university structure and changed the name to Hampton University, which today represents the unparalleled standard of excellence in American higher education. The University is comprised of six schools: the schools of Business, Engineering and Technology, Liberal Arts and Education, Nursing, Pharmacy, and Science; a Graduate College and a College of Continuing Education. The University offers 38 bachelor's degree programs, 14 master's degree programs, and the doctoral or professional degree in nursing (Ph.D.), physics (Ph.D.), physical therapy (DPT), and pharmacy (Pharm.D.).

Jackson State University – Jackson, Mississippi

Jackson State University is a historically Black, coeducational, research-intensive public institution of higher learning that has been designated by the Board of Trustees of State Institutions of Higher Learning as the urban institution of Mississippi. The University functions as a community of learners in which teaching, research and service are central to its total learning environment. It further develops responsible leaders who are capable and willing to seek solutions to human, social and technological problems, with special emphasis on those relevant to the metropolitan and urban areas of the state, the nation and the world. While Jackson State remains proud of its heritage as one of America's leading HBCUs, it has become an increasingly diverse institution offering a myriad of opportunities for personal growth and achievement. The more than 6,200 students enrolled at Jackson State come from every county in Mississippi as well as from across the United States and from numerous foreign countries.

Lincoln University of Missouri – Jefferson City, Missouri

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

Morgan State University – Baltimore, Maryland

For over 130 years, Morgan State University has been an important part of the higher education system in the State of Maryland, and the nation. Throughout its history, Morgan has served the community with distinction while meeting the educational needs of an increasingly diverse society. Its designation as Maryland's Public Urban University assures that Morgan will continue to play a prominent role in Maryland's education future. Morgan's mission is to serve a multi-ethnic and multi-racial student body and to help ensure that the benefits of higher education are enjoyed by a broad segment of the population. To accomplish this, the University offers a comprehensive program of studies at the undergraduate level and degrees in selected fields at the master's and doctoral level. Morgan's research programs produce important faculty contributions in a wide variety of fields while involving undergraduate students who are motivated and prepared for advanced study. Public service programs give both the faculty and students an opportunity to work with and learn from public schools, business, government and the general public.

North Carolina A&T State University – Greensboro, North Carolina

Since its inception as a land grant university in 1891, North Carolina A & T has year after year carried a rich tradition of leadership and achievement. From the heritage of its academia to the bond of its school pride, A & T is a source of inspiration which will always endure. Spread over 188 beautiful acres at the center of North Carolina's Piedmont, A&T's campus is just 9 blocks from downtown Greensboro. Well-known for its quality of life, the area's mix of industry with schools and universities contributes to its economic and cultural diversity. The mission of the University is to prepare students academically and professionally and to promote consciousness of social responsibility and dedication to the advancement of the general welfare of the people of North Carolina, the United States and the world.

North Carolina Central University – Durham, North Carolina

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

Prairie View A&M University – Prairie View, Texas

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

South Carolina State University – Orangeburg, South Carolina

Located in Orangeburg, SC, **STATE** was founded as a land grant college with a mission of providing education and service to the citizens of the state. In its first century, **STATE** was a leader in education and continues to lead the way into the next century. **STATE** is consistently among the national leaders in producing African-American students with baccalaureate degrees in biology, education, business, engineering technology, computer science/mathematics, and English language/literature. Moreover, we are one of three universities in South Carolina to offer a doctoral program in Educational Administration and one of two schools in the state to offer an accredited master's degree program in Speech-Language Pathology. You will enjoy a wide variety of events and activities that make campus life special at **STATE** - NCAA Division I athletics for men and women, the world-famous Marching 101 band, the pageantry and history of Homecoming and Founder's Day, and many others. And because **STATE** is centrally located in South Carolina, you'll enjoy pleasant weather and easy access to the beaches, the mountains, and such metropolitan centers as Charleston, Columbia, Charlotte, and Atlanta.

Tennessee State University – Nashville, Tennessee

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

Texas Southern University – Houston, Texas

The designation of Texas Southern University as "a special purpose institution of higher education for urban programming" provides a foundation for its programmatic goals. Ascribing to the global implications of its urban mission, the University focuses on high quality teaching, research and public service as a means of preparing students for leadership roles in the urban communities of our state, nation and world. Texas Southern University offers a variety of academic programs to students of diverse backgrounds and various levels of scholastic achievement. These students matriculate in undergraduate and graduate programs leading to degrees in the arts and sciences, public affairs, education, business, health sciences, law, pharmacy and technology. A special challenge of the institutional mission is the open access philosophy, which affords admission to broad categories of students - from the academically under prepared to the intellectually gifted. In support of this concept, faculty develops special programs and creates an appropriate intellectual climate for individuals who are not included in traditional university missions. The TSU faculty has drawn the largest concentration of multi-ethnic scholars in the world, providing expertise on a number of world issues. The blending cultures and expertise have enriched the reputation of Texas Southern University as a "University with an exciting blend of cultures, customs and languages which equals any other University campus in the world."

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

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

University of West Indies – Kingston, Jamaica

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

OFC Venture Challenge
Bridging the Entrepreneurial Gap
FRIDAY NIGHT DINNER

Bombay Grill Restaurant
April 16, 2004 6:30 PM

WELCOME

Jesse Hill, Jr., Chairman, OFC Board of Governors

GREETINGS

Edward Davis, Dean, School of Business, Clark Atlanta University

ACKNOWLEDGEMENTS

Mohammad Bhuiyan, Director, OFC Venture Challenge

INVOCATION

Rev. Daryl Porter, Asst. Pastor, Big Bethel AME Church

Dinner Served

FRIDAY NIGHT DINNER SPEAKER

William Clement

President, Dobbs Ram & Co.

ANNOUNCEMENT OF FIRST-ROUND WINNERS

Lt. Gen. Arthur Gregg (Retired)

Vice Chairman, OFC Board of Governors

LIVE ENTERTAINMENT

DANCE

MUSIC

MAGIC

BILL CLEMENT: FRIDAY NIGHT SPEAKER

Bill is the Chairman & CEO of DOBBS, RAM & Company, an information technology company.

Founded in 1986, and based in Atlanta, Georgia, DOBBS, RAM & Company is the primary contractor engaged by the U.S. Internal Revenue Service (IRS) to maintain its State Retrieval Subsystem of the “E-Filing System”, the national system used to electronically receive federal income tax returns.

Mr. Clement is the Chairman of the Board of Directors of the Atlanta Life Insurance Company and a board member of Opportunity Funding Corporation. Bill is a former board member of the National Cooperative Bank, Washington, DC.

Appointed by President Carter, Mr. Clement served as the Associate Administrator of the U.S. Small Business Administration in Washington, D.C. during the Carter Administration.

Mr. Clement has served as the Vice President and Senior Loan Officer of the Citizens Trust Bank, Atlanta, Georgia.

Bill is Co-Chairman of the Atlanta Action Forum; serves on The Carter Center Board of Councilors; is a trustee of the Maynard Jackson Youth Foundation; is a member of the Antioch Urban Ministries, Inc. and is on the board of directors of The Commerce Club.

Mr. Clement is a former Chairman of the Board of the Atlanta Business League and a former Vice-Chairman of the Atlanta Chamber of Commerce.

Born in Atlanta, Georgia, Bill received his BA from Morehouse College and his MBA from the Wharton Business School, University of Pennsylvania.

OFC Venture Challenge
Bridging the Entrepreneurial Gap
AWARDS DINNER

Omni Hotel at The CNN Center (Atrium Terrace A)
April 17, 2004 6:30 PM

WELCOME

Jesse Hill, Jr., Chairman, OFC Board of Governors

MISTRESS OF CEREMONIES

Ms. Jocelyn Dorsey, WSB Television

GREETINGS

Walter Broadnax, President, Clark Atlanta University

ACKNOWLEDGEMENTS

Mohammad Bhuiyan, Director, OFC Venture Challenge

INVOCATION

Rev. Daryl Porter, Asst. Pastor, Big Bethel AME Church

Dinner Served

AWARDS DINNER SPEAKER

Ray Robinson

President, East Lake Golf Club and
Vice Chairman, East Lake Community Foundation.

AWARDS PRESENTATION

Lt. Gen. Arthur Gregg (Retired), Vice Chairman, OFC Governors
Herbert Wilkins, Sr., OFC Governor
Mohammad Bhuiyan, Director OFC Venture Challenge

DINNER MUSIC:

Maestro Bill Odum

RAY ROBINSON: AWARDS DINNER SPEAKER

Ray M. Robinson is President of the East Lake Golf Club and Vice Chairman of the East Lake Community Foundation.

Beginning in 2004, and for the next three years, East Lake will play host to THE TOUR Championship presented by Coca-Cola, and Ray will be the Club and Foundation representative helping develop and execute the business strategy to ensure the success of THE TOUR Championship and related events at East Lake.

As Vice Chairman of the Foundation, Robinson's corporate responsibility will include strategic business development, corporate governance, membership development at the East Lake Golf Club and assisting the East Lake Community Foundation in spreading the message about its successful model of community redevelopment.

Prior to joining East Lake, Robinson was President of AT&T's Southern Region, which included the states of Florida, Georgia, North Carolina, South Carolina, Kentucky, Tennessee, Alabama, Mississippi and Louisiana. In this capacity he was responsible for marketing, sales, and promotions of AT&T's Business and Consumer Services for the Southern Region.

He joined AT&T in 1968 where he began as a communication technician installing long distance circuits. Since then, he has held numerous management positions of increasing responsibility in marketing, sales, operations, corporate relations, and regulatory affairs in Albuquerque, Portland, Chicago, San Francisco, Denver, Colorado Springs and New Jersey. His assignments included representing AT&T with the Federal Communications Commission concerning AT&T's relationships with foreign telecommunications companies, executive staffing and education, sales management, operations and engineering.

Robinson held several senior management roles in the Atlanta metro area including President and CEO AT&T Tridom; President of AT&T's Southern Region Consumer Services; Vice President-Operations for Business Customer Care; Service Vice President of AT&T Outbound Services; and Access Vice President for the Southern/Southwestern Regions.

Mr. Robinson serves on the board of directors for Avnet, Inc., Acuity Brands, Inc., Citizens Trust Bank, Mirant Corporation, and Aaron Rents. He is also a board member of the Atlanta Metro Chamber of Commerce, the Commerce Club, the Atlanta Tribune Editorial Advisory Board, and the famed Woodruff Arts Center of Atlanta.

He is a trustee of Spelman College, Meharry Medical College, and the University of Denver Alumni Association. He is also a member of the 100 Black Men of Atlanta, the NAACP, Alpha Phi Alpha Fraternity, Inc., and the National Black MBA Association.

A native of Dallas, Mr. Robinson earned a Bachelor of Science degree in Finance and Economics and a Master of Business Administration in Finance from the University of Denver.

Mr. Robinson is married and has two adult children and one granddaughter.

OFC Venture Challenge
Bridging the Entrepreneurial Gap
WINNING TEAMS 2001-2003



2001: Morgan State University



2002: Clark Atlanta University



2003: Florida A&M University

2005 OFC VENTURE CHALLENGE

April 7-10, 2005

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



***Entrepreneur,
outstanding trial lawyer, civil libertarian
and philanthropist throughout the world.***

Attorney Johnnie L. Cochran, Jr.