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# **OFC INNOVATION & ENTREPRENEURSHIP**

## **BRIDGING THE ENTREPRENEURIAL GAP**

### **TWELFTH ANNUAL BUSINESS PLAN COMPETITION**

## **WELCOME**



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

Welcome to the Twelfth Annual OFC Innovation & Entrepreneurship Business Plan Competition for Historically Black Colleges and Universities (HBCUs), April 19-22, 2012 at the Westin Peachtree Plaza Hotel, Atlanta, Georgia.

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

The OFC and the participating HBCUs/institutions are indebted to Dr. Mohammad Bhuiyan, Founding Director of the OFC Innovation & Entrepreneurship Program for his support and outstanding leadership. We would also like to thank Mr. William Clement for his leadership in serving as the chairman of the OFC Innovation & Entrepreneurship Committee. We further extend our thanks to Chancellor Dr. James Anderson, Provost Dr. Jon Young, Dean Dr. Assad Tavakoli, and others of the 2012 host institution-Fayetteville State University.

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

Our distinguished 2012 speakers include 2006 Nobel Peace Prize winner and Father of Microcredit Prof. Muhammad Yunus, Valerie Jarrett, Senior Advisor to President Obama, Hank Huckaby (Chancellor, University System of Georgia), Thomas Ross (President, University of North Carolina), John Morgan (Chancellor, Tennessee Board of Regents), Frank Blake (Chairman & CEO Home Depot), Doug Conant (President & CEO, Campbell Soup Company), Belle Wheelan (President SACS), Sharon Orlopp (Chief Diversity Officer and SVP, Wal-Mart), and Barry Johnson, Executive Director of Select USA.

### **The Governors of the Opportunity Funding Corporation**

***William Clement, Chairman***

***Governors:***

***Jesse Hill, Jr., Chairman Emeritus***   ***Lt. Gen. Arthur J. Gregg, Retired, Chairman Emeritus***  
***John Butler***   ***William Cox***   ***Sharon Pratt***   ***Herbert Wilkins, Sr.***   ***Wesley Williams***

# OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

April 19-22, 2012

## CONFERENCE LEADERSHIP TEAM

### Overall Coordination: Shamima Amin



Shamima Amin is a library information scientist. She has extensive experience in academic administration. She attended University of Dhaka, University of Florida, Atlanta University and Harvard University for her educational and leadership training. She held Library faculty (Instructor & Associate Professor) and administrative leadership positions (Director of Library, Archives, Media, and Distance Learning) at the University of Florida and Savannah State University. Currently, she is working as the Vice President of Sunrise International, Inc. She served on numerous ALA national committees and non-profit boards as chairs and members. She can speak, read, and write in Bengali, French, and German. She has traveled to 24 countries in five continents. She has been included in Who's Who in America (Millennium ed.), Who's Who in the South and Southwest, and Int'l Who's Who of Professional Mgmt.

<b>Welcome:</b>	<b>Brian Faison</b>
<b>Facilitator:</b>	<b>Dia Hunter</b>
<b>Logistics:</b>	<b>Tammy Frutche</b>
<b>Scoring</b>	<b>Sheree Johnson</b>
<b>Audio Visual:</b>	<b>Dr. Raktim Sen</b>
	<b>Hazael Andrew</b>
<b>Technology:</b>	<b>Andrew Senn</b>
<b>Video:</b>	<b>Prashant Kollipara</b>
<b>Photography:</b>	<b>William Marshall</b>

### FAYETTEVILLE STATE UNIVERSITY

**Ms. Tammy Frutche (Staff)**

#### Student Volunteer Leadership Team

<b>Samantha Bogard</b>	<b>Brytne Boccaccio</b>	<b>Jermaine Coble</b>	<b>Christopher Darden</b>
<b>Chasady Harris</b>	<b>Richard Harris</b>	<b>Barbara Henry</b>	<b>Ansley Hunstman</b>
<b>Melissa Irvine</b>	<b>Ellis James</b>	<b>Leandra Johnson</b>	<b>Bola Lewis</b>
<b>Jessica Norfleet</b>	<b>Shanee Pratt</b>	<b>Sean Russell</b>	<b>Yamira Sanabria</b>
<b>Rina Ullrich</b>	<b>Reynauld Williams</b>	<b>Justin McLean</b>	

#### Spelman College Volunteer Leadership Team

<b>Diana Saintil</b>	<b>Terrisa Stewart</b>
<b>Britney Williams</b>	<b>Salwa Williams</b>

**Volunteer Leader from Stanford University: Jessica Winestock**

### GUEST OBSERVERS: STAE YOUTH CHALLENGE ACADEMY

<b>James Calhoun</b>	<b>Simeon Gray</b>	<b>Stephon James</b>	<b>Marquel Mansfield</b>
<b>Christopher Mullings</b>	<b>Quinton Byrd</b>	<b>Avery Hampton</b>	<b>Quatavious Holliday</b>
<b>Kyle Merchant</b>	<b>Christopher Pitts</b>		

### GUEST OBSERVERS: LOCAL HIGH SCHOOLS

<b>Southwest DeKalb High School</b>	<b>Southside High School</b>	<b>North Atlanta High School</b>
<b>Mays High School</b>	<b>Douglass High School</b>	<b>Washington High School</b>

# ADVISORY COUNCIL FOR OFC INNOVATION & ENTREPRENEURSHIP PROGRAM

## CO-CHAIR

**Ms. Benita Fortner**  
DSD, Raytheon Company

## CO-CHAIR

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

## MEMBERS

**Ms. Lois Cooper**, Vice President, Adecco

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

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

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

**Ms. Vicki Marks**, Marketing Director, UPS Capital

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

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

**Ms. Tracey Pinson**, Director, OSDDBU, Army

**Ms. Gloria Pualani**, Corporate Director, Northrop Grumman

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

### Ex-Officio:

**Dr. Mohammad Bhuiyan**, OFC-I&E/FSU/USG

13TH ANNUAL EVENT WILL BE HELD ON

# APRIL 18-21, 2013

WESTIN PEACHTREE PLAZA HOTEL, ATLANTA, GA

# OFC INNOVATION & ENTREPRENEURSHIP

## BRIDGING THE ENTREPRENEURIAL GAP

### BUSINESS PLAN COMPETITION

Westin Peachtree Plaza Hotel, Atlanta, GA

April 19-22, 2012

### *Schedule of Events*

## DAY 1

## Atlanta Ballroom (7th Floor)

Thursday, April 19

- |                    |   |
|--------------------|---|
| 10:00 AM           | Director and Volunteer Leadership Team Arrive (7th Floor)   |
| 11:00 AM – 6:00 PM | Arrival of Teams/Governors/Judges/Deans/Advisors/Sponsors/Guests  |
| 11:00 AM – 6:00 PM | Registration: Atlanta Foyer (7th Floor)<br><br>Ask for: "Sun Dial Tour of Atlanta from the Top"   |
| 12:00 PM – 1:00 PM | OFC Board Luncheon: Board Room (6th Floor)  |
| 1:00 PM – 4:00 PM  | OFC Board Meeting: Board Room (6th Floor)   |
| 3:30 PM – 5:15 PM  | Equipment Check for Student Teams (15 Minutes Limit)<br><br>Track 1: Atlanta Ballroom D<br><br>Track 2: Atlanta Ballroom C<br><br>Track 3: Atlanta Ballroom E+F+G       |
| 5:45 PM - 6:20 PM  | Mandatory Students Only Briefing: Peachtree Ballroom (8th Floor)  |
| 6:30 PM - 7:30 PM  | Reception for All: Peachtree Ballroom (8th Floor)<br>Sponsored by: Sam's Club, SYNCOM, The Annie E. Casey Foundation, UPS, The Hershey Company, Wal-Mart, and Raytheon. |

\*\*\*\*\*Announcements\*\*\*\*\*

- |                     |   |
|---------------------|---|
| 7:30 PM - 10:00 PM  | Dinner: Restaurant Based on Your Selection<br>Use Your Dinner Coupon and Have Dinner at Your Own Time<br>(No Program: Free Evening) |
| 10:30 PM - 10:45 PM | Mandatory Volunteer Leaders Briefing: Ballroom A&B  |

## **DAY 2**

**Friday, April 20**

<b>6:30 AM</b>	<b>Volunteer Leadership Team Arrives at Atlanta A&amp;B (7th Floor)</b>
<b>7:00 AM – 8:20 AM</b>	<b>Breakfast: Atlanta Ballroom C (No Student Please) (Presidents, Deans, Advisors, Judges, Governors, and Sponsors)</b>
<b>7:00 AM – 8:20 AM</b>	<b>Breakfast: Augusta I, II, &amp; III (Selected Students &amp; Recruiters Only)</b>  <b>Breakfast for all Students who are not with Recruiters: Vinings (6th Floor)</b>
<b>7:00 AM – 8:20 AM</b>	<b>Recruiter's Breakfast: Augusta (7th Floor)</b>  Sam's Club/Wal-Mart and Selected Students: Augusta III  ADP and Selected Students: Augusta II  Adecco and Selected Students: Augusta I  Northrop Grumman and Selected Students: Augusta I  Owens Corning and Selected Students: Augusta I

<b>8:20: AM</b>	<b>All Deans &amp; Advisors Proceed to Atlanta Ballroom A&amp;B</b>
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<b>8:30 AM – 9:30 AM</b>	<b>Innovation &amp; Entrepreneurship Seminar: Atlanta Ballroom A&amp;B</b>
<b>8:30 AM</b>	<b>Exhibit Booths Open (will remain open until Saturday 5:00 PM)</b>
<b>8:30 AM – 9:15 AM</b>	<b>Equipment check for Student Teams (15 Minutes Limit)</b>  Track 1: Atlanta Ballroom D  Track 2: Atlanta Ballroom C  Track 3: Atlanta Ballroom E+F+G

<b>8:30 AM – 9:00 AM</b>	<b>Judges and Team Registration: Atlanta Foyer</b>
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<b>Friday, April 20</b>	<b>Briefing: Atlanta Ballroom E+F+G</b>
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<b>9:15 AM</b>	<b>Briefing: Judges Only (Required)</b>
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<b>9:35 AM</b>	<b>General Briefing (Required for All)</b>
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**Dr. Bill Cox, Vice Chairman, OFC**  
**Lt. Gen. Arthur Gregg (Ret.), Chairman OFC**

<b>9:50 AM</b>	<b>Competition Begins</b>
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<b>Friday, April 20</b>	<b>Track 1: Atlanta Ballroom D</b>
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<b>9:50 AM</b>	<b>North Carolina A&amp;T State University</b>
<b>10:30 AM</b>	<b>Hampton University</b>
<b>11:10 AM</b>	<b>Savannah State University</b>
<b>11:50 AM</b>	<b>Alcorn State University</b>
<b>11:30 AM – 1:00 PM</b>	<b>Lunch: Augusta I, II, &amp; III (7th Floor) and Vinings (6th Floor)</b>
<b>1:10 PM</b>	<b>Judges and Students Report Back</b>
<b>1:20 PM</b>	<b>Southern University BR</b>
<b>2:00 PM – 4:30 PM</b>	<b>Job Interviews (Selected Students Only):</b> <b>Sam's Club</b> <b>International F (6th Floor)</b> <b>Wal-Mart</b> <b>Room # 1201 (12<sup>th</sup> Floor)</b> <b>Hershey's:</b> <b>International H (6th Floor)</b> <b>ADP</b> <b>International G (6th Floor)</b> <b>Owens Corning:</b> <b>Room# 1202 (12th Floor)</b> <b>Bentley Univ.</b> <b>Board Room (6th Floor)</b> <b>NGC:</b> <b>Rooms # 1203 (12th Floor)</b>
<b>2:00 PM</b>	<b>Alabama A&amp;M University</b>
<b>2:40 PM</b>	<b>Xavier University</b>
<b>3:20 PM – 3:35 PM</b>	<b>Ice Cream Break (Atlanta Foyer - 7th Floor)</b>
<b>3:35 PM</b>	<b>Judges Report Back to the Room</b>
<b>3:40 PM</b>	<b>Bowie State University</b>
<b>4:20 PM</b>	<b>Judges Deliberate</b>
<b>Friday, April 20</b>	<b>Track 2: Atlanta Ballroom C</b>
<b>9:50 AM</b>	<b>North Carolina Central University</b>
<b>10:30 AM</b>	<b>Albany State University</b>
<b>11:10 AM</b>	<b>Tennessee State University</b>
<b>11:50 AM</b>	<b>Delaware State University</b>
<b>11:30 AM – 1:00 PM</b>	<b>Lunch: Augusta I, II, &amp; III and Vinings</b>
<b>1:10 PM</b>	<b>Judges and Students Report Back</b>
<b>1:20 PM</b>	<b>Lincoln University of Missouri</b>
<b>2:00 PM – 4:30 PM</b>	<b>Job Interviews (Selected Students Only):</b> <b>Sam's Club</b> <b>International F (6th Floor)</b> <b>Wal-Mart</b> <b>Room # 1201 (12<sup>th</sup> Floor)</b> <b>Hershey's:</b> <b>International H (6th Floor)</b> <b>ADP</b> <b>International G (6th Floor)</b> <b>Owens Corning:</b> <b>Room# 1202 (12th Floor)</b> <b>Bentley Univ.</b> <b>Board Room (6th Floor)</b> <b>NGC:</b> <b>Rooms # 1203 (12th Floor)</b>

<b>2:00 PM</b>	<b>Winston Salem State University</b>
<b>2:40 PM</b>	<b>Florida A&amp;M University</b>
<b>3:20 PM – 3:35 PM</b>	<b>Ice Cream Break (Atlanta Foyer - 7th Floor)</b>
<b>3:35 PM</b>	<b>Judges Report Back to the Room</b>
<b>3:40 PM</b>	<b>Judges Deliberate</b>
<b>Friday, April 20</b>	<b>Track 3: Atlanta Ballroom E+F+G</b>
<b>9:50 AM</b>	<b>University of West Indies</b>
<b>10:30 AM</b>	<b>Elizabeth City State University</b>
<b>11:10 AM</b>	<b>University of The District of Columbia</b>
<b>11:50 AM</b>	<b>Fayetteville State University</b>
<b>11:30 AM – 1:00 PM</b>	<b>Lunch: Augusta I, II, &amp; III and Vinings</b>
<b>1:10 PM</b>	<b>Judges and Students Report Back</b>
<b>1:20 PM</b>	<b>Morgan State University</b>
<b>2:00 PM – 5:00 PM</b>	<b>Job Interviews (Selected Students Only):</b> <b>Sam's Club      International F (6th Floor)</b> <b>Wal-Mart        Room # 1201    (12<sup>th</sup> Floor)</b> <b>Hershey's:      International H (6th Floor)</b> <b>ADP              International G (6th Floor)</b> <b>Owens Corning: Room# 1202    (12th Floor)</b> <b>Bentley Univ.    Board Room    (6th Floor)</b> <b>NGC:            Rooms # 1203   (12th Floor)</b>
<b>2:00 PM</b>	<b>Clark Atlanta University</b>
<b>2:40 PM</b>	<b>Prairie View A&amp;M University</b>
<b>3:20 PM – 3:35 PM</b>	<b>Ice Cream Break (Atlanta Foyer - 7th Floor)</b>
<b>3:35 PM</b>	<b>Judges Report Back to the Room</b>
<b>3:40 PM</b>	<b>Claflin University</b>
<b>4:20 PM</b>	
<b>Judges Deliberate</b>	
<b>5:30 PM</b>	<b>TRIP TO OFF SITE DINNER LOCATION</b> <b>All must board buses at 5:30 PM (Sharp) from</b> <b>Back Entrance - 4th Floor - Valet parking Area</b> <b>Dinner Location: Georgia Freight Room</b> <b>(Near Underground Atlanta)</b>
<b>6:15 PM</b>	<b>Reception: Hosted by Sam's Club/Wal-Mart</b>
<b>7:30 PM</b>	<b>Dinner: Hosted by Sam's Club/Wal-Mart</b> <b>Announcement of 6 First Round Winners</b>



**Live Entertainment**

**9:45 PM                      Buses Depart for Westin Hotel**

**10:30 PM                      Mandatory Volunteer Leaders Briefing: Ballroom A&B**

**DAY 3**

**Saturday, April 21**

**6:45 AM                      Volunteer Leadership Team Arrives at Atlanta A&B (7th Floor)**

**7:00 AM – 5:30 PM                      Registration: Atlanta Foyer (7th Floor)**

**5:30 PM                      Registration will move to   Peachtree Ballroom Foyer (8th Floor)**

**7:00 AM – 8:20 AM                      Breakfast: Atlanta Ballroom C (No Student Please)  
(Deans, Advisors, Judges, Governors, Sponsors, and others)**

**7:00 AM – 8:20 AM                      Breakfast: Augusta III (Students Only)**

**7:00 AM – 8:20 AM                      Breakfast Meeting with Hershey's (Selected Students Only): ATL-G**

**7:00 AM – 8:20 AM                      "Power Breakfast for Women": Augusta-1-II (Women only)  
Moderator:      Benita Fortner, Raytheon Company  
Remarks:      Anita Jackson, Greater Carolina Ear Nose THRT  
                         Sharon Orlopp, Wal-Mart Stores, Inc.**

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

**8:20: AM                      All Presidents, Deans & Advisors to Atlanta Ballroom A&B**

**8:30 AM                      Innovation & Entrepreneurship Seminar: Atlanta Ballroom A&B**

**Saturday, April 21**

**8:45 AM                      All Judges and Students Move to Feedback Rooms**

**9:00 AM – 11:00 AM                      First Round Teams: Feedback from Judges (See the Schedule at the  
Registration Desk)**

**Track 1:   International   Room   H (6th Floor)**

**Track 2:   International   Room   G (6th Floor)**

**Track 3:   International   Room   F (6th Floor)**

**Each Team (& the Advisor) Gets 15 Minutes with Their Judges**

**Saturday, April 21                      Final Round Business Plan Competition: E+F+G**

**8:30 AM                      Finalist Teams and Final Round Judges Register: Atlanta Foyer**

**9:10 AM                      General Briefing (Final Round Judges and Finalists must attend)**

**Mr. Ike Harris, Chief Judge**

<b>9:30 AM</b>	<b>Final Round Begins: Atlanta Ballroom E+F+G</b>
<b>9:30 AM</b>	<b>Second Place Winner from Track 1</b>
<b>10:00 AM–4:00 PM</b>	<b>Scheduled for Interviews for Selected Students (List at Reg. Desk)</b>
<b>10:10 AM</b>	<b>Second Place Winner from Track 2</b>
<b>10:50 AM</b>	<b>Second Place Winner from Track 3</b>
<b>11:30 AM</b>	<b>ALL SPEAKERS, PRESIDENTS, CHANCELLORS, JUDGES, SPONSORS, DEANS, AND ADVISORS PLEASE PROCEED TO BALLROOM C&amp;D - ATLANTA FOYER (7TH FLOOR) FOR VIP LUNCHEON</b>
<b>11:30 AM</b>	<b>VIP Luncheon: - Ballroom C&amp;D Keynote Speaker: Frank Blake, Chairman &amp; CEO, Home Depot</b>
<b>11:30 AM</b>	<b>Student VIP Luncheon: Augusta I, II, &amp; III (Students only) Keynote Speaker: Barry Johnson, Executive Director, Select USA</b>
<b>1:00 PM</b>	<b>First Place Winner from Track 1 or 11 or III</b>
<b>1:35 PM</b>	<b>Everyone except Students Proceed to Plaza Ballroom (10th Floor)</b>
<b>1:45 PM</b>	<b>National Policy Forum Participants Take Designated Seats</b>
<b>1:55 PM</b>	<b>Introduction &amp; Moderation: Mohammad Bhuiyan, OFC I&amp;E/FSU/USG Greetings: William Clement, Chairman, OFC</b>
<b>2:00 PM</b>	<b>PART-I: Managing Universities under Difficult Financial Condition</b>  <b>Introduction of Subject: Mohammad Bhuiyan, OFC I&amp;E/FSU/USG</b>  <b><u>Keynote Speakers:</u></b> <b>Hank Huckaby</b> , Chancellor, University System of Georgia <b>Thomas Ross</b> , President, University of North Carolina <b>John Morgan</b> , Chancellor, Tennessee Board of Regents  <b><u>Special Guests:</u></b> <b>Prof. Muhammad Yunus</b> , 2006 Nobel Peace Prize winner <b>Valerie Jarrett</b> , Senior Advisor to President Barack Obama  <b>2:45 PM</b> <b>Open Discussion by All</b>  <b>Participants:</b> HBCU Presidents & Chancellors Guest Presidents & Chancellors Corporate CEOs and Senior Executives Foundations Executives Top Ranking Military & Government Representatives Successful Entrepreneurs Invited Presenters and Guests Deans and Faculty Advisors Other Invited Guest
<b>2:00 PM – 5:00 PM</b>	<b>Interviews for Selected Students (List at Reg. Desk)</b>

Sam's Club	International F (6th Floor)
Wal-Mart	Room # 1201 (12 <sup>th</sup> Floor)
Hershey's:	International H (6th Floor)
ADP	International G (6th Floor)
Owens Corning:	Room# 1202 (12th Floor)
Bentley Univ.	Board Room (6th Floor)
NGC:	Rooms # 1203 (12th Floor)

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

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

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

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

**Judges Deliberate**

**Saturday, April 21** **Awards Dinner: Peachtree Ballroom (8th Floor)**

**6:00 PM – 7:00 PM** Reception: Peachtree Ballroom (8th Floor)  
Hosted By: UPS and The Hershey Company

**7:15 PM** Awards Banquet: Peachtree Ballroom (8th Floor)  
Hosted By: UPS and The Hershey Company

## **DAY 4**

**Sunday, April 22**

**7:15 AM** Volunteer Leadership Team Arrives at Atlanta A&B (7th Floor)

**7:15 – 8:20 AM** Breakfast: Atlanta Ballroom C (Deans and Advisors only)

**7:15 – 8:20 AM** Breakfast: Augusta (for all)

**7:30 – 8:20 AM** Presidential Breakfast: Atlanta Ballroom D

**8:30: AM** All Deans and Advisors Proceed to Atlanta Ballroom A&B

**8:30: AM** All Students Must Proceed to Atlanta Ballroom E+F+G

**8:45 AM** Feedback Session: Deans and Faculty Advisors: Atlanta Ballroom A&B

**Sunday, April 22** ATLANTA Ballroom E+F+G

**8:45 AM** **Conversation with Nobel Peace Laureate**  
Moderator: Shamima Amin  
All presidents and chancellors are invited  
All students must attend

**10:15 AM** **Program Ends and Participants Depart**

## 2012 OFC Innovation & Entrepreneurship Distinguished Judges

### **MICHAEL ADAMS**

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

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

### **ELLIOTT BRANCH**

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

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

### **Eugene Campbell**

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

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

### **GENERAL LARRY ELLIS**

General **Larry Rudell Ellis** was Commander, United States Army Forces Command from November 19, 2001 until 2004, following his assignment as the Deputy Chief of Staff for Operations and Plans, Department of the Army. During his career, Ellis had assignments in the United States, Vietnam, Germany, the Republic of Korea, and Bosnia and Herzegovina. His command assignments include 1st Armored Division, Germany; Multinational Division (North), Bosnia and Herzegovina; Assistant Division Commander, 2nd Infantry Division, Korea; Brigade Commander, 3rd Infantry Division, Germany; Battalion Commander, 5th Infantry Division, Fort Polk, Louisiana; Company Commander, 101st Airborne Division, Vietnam; and 82d Airborne Division, Fort Bragg, North Carolina. His staff assignments included Deputy Chief of Staff for Operations and Plans; Assistant Deputy Chief of Staff for Personnel, Headquarters, Department of the Army; and many others. General Ellis' awards include the Defense Distinguished Service Medal, the Army Distinguished Service Medal, the Defense Superior Service Medal, the Legion of Merit with two Oak Leaf Clusters, the Bronze Star, the Meritorious Service Medal with two Oak Leaf Clusters, the Air Medal, the Army Commendation Medal with Oak Leaf Cluster, the National Defense Service Medal with three stars, the Armed Forces Expeditionary Medal, the Vietnam Service Medal with three stars, the Armed Forces Service Medal, the Vietnam Cross of Gallantry/Palm, the Korean Cheonsu Medal, the German Armed Forces Honor Cross (Gold), the NATO Medal, the Combat Infantryman Badge, the Senior Parachutist Badge, the Office of Secretary of Defense Staff Identification Badge, the Joint Chiefs of Staff Identification Badge, and the Army General Staff Identification Badge. Ellis earned a Bachelor of Science degree in Physical Education from Morgan State University in 1969, and a Master of Science degree in Physical education from Indiana University in 1975.

Since retirement from the Army, Ellis became President and CEO of DHB Industries, Inc., a manufacturer of body armor, and has served on the boards of SRA International, the Armed Forces Benefit Association and UNITECH, and is an Associate of Burdeshaw Associates, Ltd., a defense consulting firm. He has also received the Distinguished Alumni Service Award from Indiana University. He is married to the former Jean Williams of Baltimore, Maryland, and has two adult daughters, one of whom is also an army officer.

### **BENITA FORTNER**

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

### **CARLOS GARCIA**

Carlos Garcia Sr. HR Director Sam's Club started his career with Walmart in March 2000 in Logistics and Transportation. During his time in Logistics, has lead various operational functions at Distribution Centers across the United States. From operations he was promoted to lead Human Resource supporting strategic HR initiatives within Walmart's Risk and Finance Division in 2006. In 2007 Carlos was promoted to lead College Relations and Employment Brand initiatives in Corporate Recruiting responsible for talent development, strategy development surrounding college recruiting initiatives and corporate programs. 2009 assumed responsibility for Sam's Club Support Human Resources and then promoted to lead Succession Planning for Sam's Club with responsibilities of talent review/talent management, succession planning, and high potential development planning and implementation. In 2011, Carlos was promoted to lead Human Resources for the South Division in Sam's Club supporting 38,000 associates and over 232 Clubs locations. Carlos holds a Bachelor of Science degree in Organizational Management and a Master of Science in Human Resource Management

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

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

### **ISAIAH (IKE) HARRIS, JR.**

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

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

### **STEVE HIGHTOWER**

In 1984 Steve Hightower started Hightowers Petroleum Co. (HPC) in 1984 as a licensed Motor Fuel Dealer. With foresight and continuing innovation, HPC developed a "Virtual Market Place" throughout the United States with the ability to provide gasoline, diesel, biodiesel, ethanol, lubricants, oils and greases nationally. HPC's customer base includes Ford Motor Company, Duke Energy, General Motors Corporation, Austin Railroad, Waste Management, Broward County- Florida, The Kroger Company, UPS, AK Steel Corporation, Ryder Corporation, Grand Victoria Casino & Resort, Progress Energy, Mashuda Corporation, Raven Transport, The State of Ohio, Greater Dayton RTA, Honda/TRC and many others. Steve has remained active in the international community since 1984, primarily in Nigeria. HPC maintains relationships with most of the major oil companies in the U.S. Steve has been a member of The Corporate Council on Africa, National Petroleum Council, an appointment by the Secretary of Energy, Corporate Round Table Member for NBCSL (National Black Caucus of State Legislators), SIGMA (The Society of Independent Gasoline Marketers Association), AABE (American Association of Blacks in Energy), Governor appointed Board Member for the State of Ohio Petroleum Underground Storage Tank Release Compensation Board, Board Member of Wright State Universities-University College, and many other organizations. Steve received numerous awards including NMSDC "Supplier of the Year Regional Award Winner - Class IV" (2012), 2012 Member Deloitte Cincinnati USA 100 (2012), Dayton Business Journal "Minority Owned Business of the Year" Winner and "Executive of the Year" Finalist (2009), SCOMSDC "MBE of the Year - Class IV" (2009), Inc. 500/5000 "The Fastest Growing Private U.S. Company" (2009), Best of Black Business Awards "Best Energy Company" (2009), AABE Entrepreneur of the Year (2009), Edison Electric Institute Supplier Diversity Initiative (2009), Deloitte Cincinnati USA "Rising Star" Award (2007), Cincinnati Regional Chamber Minority Business of the Year Winner "Small Business Excellence Award" (2006).

## MICHAEL JACKSON

Michael Jackson is the Plant Manager of the Stuarts Draft Plant Virginia, for The Hershey Company. In this role, Jackson oversees the manufacturing operations of the company's most iconic brands such as: Reese's Peanut Butter Cups, Reese's Pieces, Reese Sticks and Shapes, as well as, other products like Mounds and Almond Joy to name a few. Jackson has over 24 years of professional experience and is well known throughout the Hershey Company for his vast knowledge of Continuous Improvement methodology. Jackson joined the Hershey Company as plant manager for the Robinson, IL plant in 2009 after 22 years with Procter and Gamble. Jackson served P&G in many different roles over the years ranging from Process Engineer, Team Manager, Department Manager, and Global Business Manager to Operations Manager. Over Jackson's tenure with P&G, he worked in 5 different plants or technical centers and 8 different roles. Jackson's record of performance demonstrates his ability to lead organizations to success. His efforts in Robinson, IL turned around 7 years of poor financial results in 15 months. A native of Baton Rouge, LA, Mr. Jackson holds a Bachelor of Science degree from Southern University A&M in Electrical Engineering.

## TIZOC LOZA

Tizoc S. Loza is the Corporate Program Manager at Northrop Grumman Corporation for the Mentor-Protégé (MP), Small Business Innovation Research (SBIR), and Historically Black Colleges and Universities/Minority Institutions (HBCU/MIs) Programs. Mr. Loza possesses more than 25 years of Aerospace Industry experience, having held increasingly responsible positions in procurement, contracts and small business program office. Mr. Loza has corporate responsibility for strategy development and implementation in the above small business initiatives and the oversight for compliance and training for MP collaborations, SBIR programs and HBCU/MI partnerships. Mr. Loza is an active member of several academic boards and was recognized by the White House Initiative for HBCU's. Under Mr. Loza's guidance, Northrop Grumman has received numerous Department of Defense Nunn-Perry awards under the Mentor-Protégé Program, and Mr. Loza has himself received the very prestigious Fifty Powerful Men in Business award presented by The Minority Enterprise Executive Council. Mr. Loza serves as Northrop Grumman's customer liaison and Government Relations Representative to ensure consistent and efficient program management in all initiatives with which he is involved.

Mr. Loza has earned a Bachelor's Degree in Financial Management and International Business from California State University, Long Beach and a Government Contract Management Certification from the University of California, Los Angeles. Mr. Loza is a certified Six Sigma Green Belt and has completed an MBA in Supply Chain.

## CHRIS MACRAE

Chris is a mathematician and innovation adviser with offices in London and Washington, DC. He maps how companies can transparently value intangibles. Chris's **books** and research of brands in 30 countries over several decades benchmark how global branding has steadily deteriorated across a broad spectrum of human relationship needs. Chris helped found CBO Association as the premier worldwide think-tank inquiring how the power of brand leadership could be reformed to multiply value across cultures and stakeholders. One outcome of this is the meta-disciplinary humanitarian movement of *Beyond Branding*. Chris has also been encouraged by the European Union knowledge angels community and many other human disciplines, including the futures circles of economics journalist Norman Macrae, to open source the missing governance system of transparency and dynamic valuation. Probably no statistician has seen more data on the economics and exponential sustainability of different types of media. Chris Macrae (MA Statistics Corpus Christ Cambridge) started trials of elearning networks in 1973 (UK National Development Project in Computer Assisted Learning) and worked in 40 countries -particularly Asian Pacific - using MIT database technology to test big corporations' mass media in 1980s as global brand power began to dominate the earth. He helped his father (Norman Macrae, The Economist's Unacknowledged Giant) write the first future of the internet generation in 1984. Two scenarios were explored- the Orwellian Endgame, and the first quarter of century 21 being the most productive time on earth where all of worldwide youth's millennium goals could be collaboratively resolved across 2 million global villages. Chris also helped Norman research the biography, and above zero sum game theory, of John Von Neumann commissioned by Sloan Foundation

### **VICKI MARKS**

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

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

### **CAREY MASON**

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

### **SHARON ORLOPP**

Sharon is the Chief Diversity Officer and Senior Vice President of Corporate People for Wal-Mart Stores, Inc where she is responsible for developing a diverse global workforce where all ideas, perspectives and cultures are included. Sharon joined Wal-Mart Stores, Inc. in 2003. Sharon was the Senior Vice President of People for Sam's Club until 2012. Her current responsibilities include diversity and inclusion, associate relations, and policy and for the world's largest retailer. Prior to joining the company, Sharon was Vice President of Human Resources for Galt Sports where she was responsible for compensation, benefits, training, recruiting, public relations, and investor relations. Sharon also spent 17 years with Footlocker where she worked her way up through the ranks from sales associate to become the Vice President of Human Resource Administration. Sharon currently sits on the Advisory Council for the Center for Entrepreneurship at Fayetteville State University. She is also a Board Member for Students in Free Enterprise. Sharon graduated magna cum laude from the University of Denver.

### **TRACEY PINSON**

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

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



## **JOSEPH RHEAVES**

Joseph V. Rheaves is a Vice President and the Regional Sales Manager for the Southeast region of Wells Fargo SBA. As part of SBA Lending, he works with small businesses to help choose the best loan for their growing business and implement solutions based on a comprehensive understanding of their goals and vision for their business. He currently manages the regional SBA Business Development Officers originating SBA 7a and SBA 504 loans for the Georgia, Alabama, Tennessee, and Mississippi markets. Prior to joining Wells Fargo SBA, he was a business banking principle banker/interim manager for the Wachovia Atlanta West team, and also a commercial banker for BB&T for many years in Fayetteville, Georgia. With positions in retail, commercial banking, business banking and SBA for over twenty years, he has won numerous top performer awards over the years. He is an active member of the CCIM chapter in Atlanta, GA and affiliate member and gold sponsor for the Business Brokers of Georgia.

A native of Flint Michigan, he earned his BBA in Business Management from Saint Leo College and Masters Degree in Finance from Central Michigan University.

## **HERBERT WILKINS, JR.**

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

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

## **BO WILLIAMS**

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

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

## **JIM WINESTOCK**

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

## **CLARENCE WOOTEN**

Coined a "serial entrepreneur" by Entrepreneur Magazine in February 2000, Clarence has launched and operated numerous technology-based companies since founding his first, Envision Designs, while initially studying architecture as an undergraduate student in college. In 1993, Clarence co-founded Metamorphosis Studios, an interactive multimedia development firm, where he served as CEO and Creative Director until early 1998 when the company was acquired by MediSolv, Inc. Immediately following the acquisition, at the height of the dot-com boom, Clarence co-founded and served as CEO of ImageCafe.com. Touted as the Internet's first online superstore of customizable websites-to-go, ImageCafe was acquired for \$23 million by Network Solutions/Verisign in November 1999, just seven months after it launched. Clarence is currently founder and CEO of Arrived, Inc., a Silicon Valley-based consumer mobile startup that is working to transform the way people connect by putting the face-to-face back in social. Clarence is founder and serves as Executive Chairman of Groupsites.com, a leader in social collaboration with over 45,000 companies and organizations as customers. Just prior to founding Groupsites.com (formerly CollectiveX) in 2006, Clarence co-founded and served as General Partner at Venturepreneur Partners, an early-stage venture capital firm. In his spare time, Clarence also enjoys advising the management teams of various other early-stage Internet and mobile startups. Clarence has been featured in the Wall Street Journal, Fast Company, Forbes ASAP, and Entrepreneur Magazine and has been a guest on CNN and other media outlets. His entrepreneurial experiences are the subject of a Babson College case study.

Clarence has a B.S. in Business Management from the John Hopkins University and currently serves on the Dean's Alumni Advisory Board for its Carey Business School. Additionally, Clarence serves on the board of trustees of Philadelphia University and several other non-profit organizations. Clarence is an avid supporter of the community and was awarded an Honorary Alumni by the University of Maryland in 2006 and was recognized as a distinguished alumnus of Johns Hopkins University in 2010.

## **SHAWN ZIMMERMAN**

Shawn Zimmerman is Vice President, Global Human Resources, for The Hershey Company. In this role, Zimmerman leads a team of HR Business Partners responsible for HR consultation to international business groups and corporate functions (Finance, IS, Legal, Strategy, and HR) including Employee Relations. He is responsible for providing innovative HR solutions designed to execute the company strategy through identifying client needs through business insights, managing relationships, developing talent capabilities, partnering with business leaders and working collaboratively with HR peers to deliver results. Zimmerman serves as a member of the HR Leadership Team and works with business leaders to transform the business by facilitating the linkages between commercial, operating and corporate functions to ensure integrated planning, enabling the achievement of strategic and annual business plans. Zimmerman joined Hershey from Bristol-Myers Squibb Company, where he was most recently Executive Director, Human Resources, Canada, Japan and Intercontinental Markets. During his time at Bristol-Myers Squibb Zimmerman led the organizational redesign and change management of the Intercontinental Region, partnered in the creation of a new enterprise-wide BioPharma Talent Strategy, and was the Americas regional HR lead in the split-off of the Mead Johnson Nutritionals business. Prior to that, Zimmerman held roles of increasing leadership and responsibility at James River, AlliedSignal and Citibank. Zimmerman is a council member for The Global HR Conference Board and is a member of the Society of Human Resources Management (SHRM) and World @ Work (Professional Association for Compensation, Benefits and Total Rewards). He is also a youth football coach for Manheim Township, Pa.

Zimmerman holds a bachelor's degree in political science and a master's degree in public administration from Bowling Green State University.

## 2012 OFC INNOVATION & ENTREPRENEURSHIP: TEAMS

### Alabama A&M University

#### Renewed Energy, Inc.

Renewed Energy Inc. is an innovative energy manufacturer that converts waste collected from conventional landfills into sources of renewable energy.

**Team:**

Shelby Smith

Sarika Deb

Maria Jackson

LaTonya Davis

Hamilton Grant

**Advisor:** *Larry McDaniel*

### Albany State University

#### Speed Pro Medical Records (SPMR)

Speed Pro Medical Records (SPMR) Services, LLC is a medical data base development company that develop and market a database system that provide electronic medical records for hospitals, domestically and globally. Utilizing electronic medical records, health care personnel and physicians can access patient's personnel records with ease of access, accuracy and retrieval of patients' information.

**Team:**

Dominie Godfrey

Christina Benton

Charles Ahweyevu

Joshua Williams

Edward Mims

**Advisor:** *Jonathan Elimimian*

### Alcorn State University

#### Thermal Recognition, Inc.

Thermal Recognition, Inc. is a start-up company that is in the process of commercializing thermal energy based facial recognition software. Developed by Alcorn State University's Department of Advanced Technologies, the software will improve the security processes of government operations, consumer finance, and other industries through the use of thermal facial recognition.

**Team:**

Charlette Mock

Megan Collins

Justin Rodgers

Mallory Dayot

Lawrence Walker

**Advisor:** Vivek Bhargava, Kimball Marshall, and Willie Anderson

### Bowie State University

#### Global Business Connect (GBC)

Global Business Connect (GBC) provides a business connection Website, business intelligence subscriptions, and business intelligence consulting services. GBC is dedicated to providing the most robust user experience to United States (U.S.) and international companies engaging in or launching new business ventures in Africa. GBC provides the tools needed to mitigate risk and increase opportunity as you research, start, or expand businesses in Africa.

**Team:**

Tolutope Oladipo

Scott Christensen

Kene Emelife

Akintunde Akinyemi

Magdalena Gebrekristos

**Advisor:** David Anyiwo

## **Claflin University**

### **Pur Luxe, Inc.**

Pur Luxe, Inc. will help in maintaining a clean and healthy environment by recycling water bottles to be used as raw materials for the manufacture of substitute jewelry products and other novelty items.

#### **Team:**

James Vant

Ashton Nisbett

Jeremy Holder

Robin Jarrell

Christiann Hill

**Advisor:** Benjamin B. Yumol

## **Clark Atlanta University**

### **Online Music Store**

Online store geared towards lowering the barriers of talented amateur and professional musicians.

#### **Team :**

Clarence Mitchell

Theo Roshell

Alexis Lewis

Tversa Ricks

**Advisor:** Edward Davis

## **Delaware State University**

### **IAMATH**

IAMATH is an online tutoring service that aims to provide online tutoring initially in algebra to students in 6<sup>th</sup> through 12<sup>th</sup> grades. IAMATH aims to be an industry leader in providing innovative tutoring services. The goal of IAMATH is to meet the existing needs of students to empower students with mathematics skills that are required for them to be successful in colleges. IAMATH aims to do that using cutting edge technology through the use of live tutors, software, and games.

#### **Team:**

Wesner Bazelaïs

Asmara Gebremedhin

Chrishaad Gibson

Kristina Aleksic

Jiafu Zhang

**Advisor:** Nandita Das

## **Elizabeth City State University**

### **Alchelyte Energy, Inc.**

The mission of CEED Inc. is to eradicate poverty from Northeastern North Carolina by growing economic development of the region and to improve quality of life for the residents of NENC. CEED plans to accomplish its mission by building the infrastructure necessary to attract businesses to the region using wireless broadband equipment on the water towers in each of the sixteen counties in Northeastern North Carolina.

#### **Team:**

Caitlin Davis

Lauren Saudners

Shayne Byrum

Courtney Jones

**Advisor:** David Bejou

## **Fayetteville State University**

### **Alchelyte Energy, Inc.**

Alchelyte Energy, Inc. is a company with breakthrough technology that is geared toward serving the global community in a way that is socially responsible. The first product that Alchelyte Energy will bring to market is a proprietary thermoelectric material. This product will be marketed to the automotive industry in order to reduce the use of fossil fuels.

#### **Team:**

Tashia Parker  
Benjamin Lanier  
Tye Owen  
James Hemstock  
**Advisor:** Boris Abbey

## **Florida A&M University**

### **Dynamic Sustainable Solutions, Inc. (DSS)**

Dynamic Sustainable Solutions, Inc. (DSS) is an innovative company that markets breakthrough, socially responsible products. The product DSS, Inc. will bring to the market is the e-Aero cart, a solar charged electric baggage cart. This green patent-pending product has the potential to significantly reduce the carbon footprint for airlines as well as airports. DSS, Inc., is based in Florida, and is managed by a diverse team of professionals with varied expertise, education and experience.

#### **Team:**

Benjamin Evans III  
Antoinyce Eaton  
Scarlett Williams  
Dante Bland  
Omitope Taylor  
**Advisor:** Jennifer Collins

## **Hampton University**

### **Hampton Consulting, Inc.**

Hampton Consulting Inc. is a company committed to business innovation. Our latest product is the Garage Wash that will shake the current car wash industry and encourage more green usage within the homes of our customers. The vision for this product is to be the primary source of convenience for customers' external car appearance.

#### **Team:**

Tremaine Wills  
Jeremy Herte  
Louis Preston  
Gretchen McQueen  
**Advisor:** Sid Credle

## **Lincoln University of Missouri**

### **Hand held Device, Inc.**

The Lincoln University business plan was developed to bring a break-through technological invention to market. The product invention is a hand-held device that can detect pathogens and other bacteria in meat and produce (proactively and timely) before the products are purchased and/or distributed to consumers.

#### **Team:**

Brionna Wade  
Arielle Green  
Kerrian Scott  
Shaquanna Younger  
Latrice Stringer  
Brandon Green  
**Advisor:** Eric Burgess

## **Morgan State University**

### **TeleHealth Technologies (THT), Inc.**

*TeleHealth Technologies (THT), Inc.* designs, builds, and markets innovative and ergonomic wearable medical devices. Our first product *Sens-O Trac* is a unique multifunctional wrist watch that has integrated sensors and circuitry to record data that are directly related to the symptoms of Post-Traumatic Stress Disorder (PTSD). The collected data is then transferred to the medical practitioner's computer for more accurate patient treatment.

#### **Team:**

Louverture Pluviose

Elizabeth Sodipo

Jason Rudder

Carl Grant

Diarrah Dembele

**Advisors:** Ali Emdad

## **North Carolina A&T State University**

### **B&B, Inc.**

B & B, Inc. is an innovative medical technology company dedicated to the design and marketing of top-quality, user-friendly, reliable, safe, and affordable medical devices. Because health care is vital to humanity, B & B, Inc. plans to introduce socially responsible medical devices and innovations to protect health care professionals from needle-stick injuries and prevent cross contamination through reuse of needles.

#### **Team:**

Henry Boyd III

Angelo G. Smith

Antwon D. Foreman

Corbin L. Ellis

Josh T. Hill

**Advisor:** Thaddeus McEwen

## **North Carolina Central University**

### **Neurokinetics**

Neurokinetics Research specializes in drug development for treatment and prevention of neurodegenerative diseases utilizing their patented therapeutic compounds. Through novel compositions and methods the compounds enhance the effectiveness of nerve growth factors in the central nervous system thus offering unique preventative solutions for diseases like Alzheimer's and Parkinson's, in addition to a myriad of other neurodegenerative diseases.

#### **Team:**

Lisa Amaro

Carla Carter

Jerry Rogers

Kerry Turner

Bernice Van Pelt

**Advisor:** Malavika Sundararajan

## **Prairie View A & M University**

### **The Learning Pod**

The Learning Pod is an interactive web based E-tutoring environment that is an alternative to traditional private tutoring. Students are able to access on-demand online video resources, as well chat engines to further enhance their educational experience and to reinforce the learning they have received from their educational environment.

#### **Team:**

Peng Lin

Natasha Lawton

James Atatah

Shemeka Wade

**Advisor:** Rick Baldwin

## **Savannah State University**

### **Intelli Tag**

IntelliTag is an innovative start-up firm that manufactures and sells customizable LED name badges. Our product provides an effective, economical and environmentally friendly way of displaying messages on name tags. We will target businesses that utilize name badges on a regular basis such as organizers of major conferences and trade events.

#### **Team:**

Sakina Middleton  
Demontrez Johnson  
Kamaria Hill  
Marquese Pollard  
Earl Yarbrough, Jr.  
**Advisor:** Shalonda Bradford

## **Southern University (Baton Rouge)**

### **SEE IT**

Students Exemplifying Entrepreneurship through Innovation and Technology (SEE IT) will leverage the power of 21st century technology to modernize college recruiting and admissions processes.

#### **Team:**

Affuembey Affuembey  
Chadwick Scott  
Keila Burnett  
Sehretta Doyle  
Jason Evans  
**Advisor:** Toni Jackson

## **Tennessee State University**

### **Affinity Technologies, Inc.**

Affinity Technologies, Inc. is an innovative technology company specializing in the development of state of the art surveillance equipment, which allows the Department of Defense, private corporations, as well as local governments to monitor specific areas and receive real-time surveillance data. A-Tech's first product, the *Prowler Surveillance Camera* uses ConTEXT tract, infrared motion detection, cloud wireless network, and a mobile application.

#### **Team:**

Jasmine Hudson  
Kamisha White  
Samba Fall  
Sheldon Welch  
Jamal Henderson  
**Advisor:** William Latham

## **University of The District of Columbia**

### **NeXcelerator**

*NeXcelerator is an organization designed to accelerate the growth and success of entrepreneurial companies through an array of business support resources and services that include physical space, capital, coaching, common services, and networking connections. NeXcelerator combines the best elements of a business incubator, which helps companies survive and grow during the start-up period when they are most vulnerable, and of a venture accelerator, which helps emerging growth companies reach the next level.*

#### **Team:**

James Dean  
Aigerim Begadilova  
Francisca Caceres  
Reva Williams  
James Brooks  
**Advisor:** Darryl A. Hill

## University of West Indies

### **ProDiction**

ProDiction is an innovative company that develops technology based solutions for governments and their agencies to enable a more accurate, transparent and efficient distribution of social assistance. These solutions enable better targeting of beneficiaries by employing business intelligence and predictive analytics.

#### **Team:**

Ricardo Anderson

Leon Rhooms

Damion Rowe

Kerry-ann Samuels

**Advisors:** Douglas Lindo & Patricia Lothian

## Winston-Salem State University

### **INFINITY BARTER EXCHANGE, IBE**

Infinity Barter Exchange, IBE, is an innovative composite of business incubation and barter exchanges, capable of strengthening business by promoting and linking lifelong business partnerships. IBE provides state-of-the-art software, business coaching, financial planning, legal counsel, and marketing advice to augment barter services. IBE's is a technology leader, cultivating diverse and active business communities around the globe.

#### **Team:**

Porscia Gowdy

Jermaine Jenkins

Stevland McSwain

Don Scarborough

Aparna Shivram

**Advisor:** Notis Pagiavlas

## Xavier University of Louisiana

### **NOLA PURE**

NOLA Pure is a startup enterprise in New Orleans, LA that will market and sell AquaTherm™, a solar powered water pasteurizer, in developing countries around the world. The business model will significantly increase access to clean water for the populations of lesser developed countries using technology that is environmentally friendly, and in a manner that is affordable to the populations and profitable for microenterprises in the host countries.

#### **Team:**

Peter Baham

Jasmine Lewis

Shana Simon

Ashley Gerfin

**Advisor:** Mark Quinn



# SPONSORS

## **ADP**

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

## **Adecco**

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

## **The Annie E. Casey Foundation**

The Annie E. Casey Foundation is one of the largest private foundations in the nation, with total assets (fair market value) at the end of 2010 at more than \$2.7 billion. The Foundation provides about \$122 million in grants each year and is ranked among the top philanthropies for charitable giving. The Foundation's primary mission is to foster public policies, human services, and community supports that more effectively meet the needs of vulnerable children and families. Headquartered in Baltimore, Maryland, the Annie E. Casey Foundation has been working to promote the well-being of our nation's most vulnerable children for more than 60 years. Established in 1948 by UPS co-founder Jim Casey and his siblings in honor of their mother, the Foundation's first grants supported a camp for disadvantaged children near the Casey family home in Seattle. Later, Jim Casey steered the Foundation's efforts toward finding more stable, permanent homes for children—reflecting his belief that the future chances of kids depend largely on what their parents and families are able to provide emotionally and financially.

## **Atlanta Life Financial Group**

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

## **BB&T**

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

## **Bentley University**

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

## **BET (Black Entertainment Television )**

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

## **ConAgra Foods**

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

## **Diverse: Issues of Higher Education**

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

## **Excelsior College**

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

## **Georgia-Pacific**

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

## **Georgia Power**

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

## **The Hershey Company**

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

### **Hightowers Petroleum Co. (HPC)**

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

### **HP**

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

### **McDonald's**

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

### **Northrop Grumman Corporation**

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

### **OfficeMax**

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

### **The Office of Naval Research (ONR)**

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

### **Owens Corning**

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

### **Publix**

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

### **Raytheon**

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

## **SAIC**

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

## **State Farm Insurance**

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

## **Syndicated Communications, Inc.**

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

## **UPS**

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

## **Wal-Mart / Sam's Club**

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

## **Wells Fargo**

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

## **The Westin Peachtree Plaza Hotel**

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

# OFC INNOVATION & ENTREPRENEURSHIP

BRIDGING THE ENTREPRENEURIAL GAP

April 19-22, 2012

## SCHOLARSHIPS

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

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

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

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

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

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

### **Outstanding Business Plan (Trophy Only: No Cash)**

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

### **Outstanding Presentation (Trophy Only: No Cash)**

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

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

## BRIEF HISTORY

### OPPORTUNITY FUNDING CORPORATION

MARCH 2012

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

## PARTICIPATING UNIVERSITIES

### **Alabama A&M University, Huntsville, Alabama**

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

### **Albany State University – Albany, Georgia**

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

### **Alcorn State University – Lorman, Mississippi**

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

### **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.

### **Claflin University – Orangeburg, South Carolina**

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

### **Clark Atlanta University – Atlanta, Georgia**

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



### **Delaware State University, Dover, Delaware**

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

### **Elizabeth City State University, North Carolina**

ECSU has evolved from a teachers college into a constituent institution of the University of North Carolina system offering 37 baccalaureate degrees and four master's degrees. ECSU is known for its outstanding signature programs - pharmacy and aviation. In the 2010 "America's Best Colleges" by U.S. News & World Report, ECSU ranked second among Top Public Baccalaureate Colleges in the South and 11th among Historically Black Colleges and Universities (HBCUs). What a remarkable "point of pride!" These rankings speak volumes about the holistic college experience we provide for our students and about the importance of ECSU as an academic, cultural and economic engine for northeastern North Carolina.

### **Fayetteville State University, Fayetteville, North Carolina**

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

### **Florida A&M University, Tallahassee, Florida**

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

### **Hampton University – Hampton, Virginia**

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

### **Jackson State University – Jackson, Mississippi**

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

### **Lincoln University of Missouri – Jefferson City, Missouri**

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

### **Morgan State University – Baltimore, MD**

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


### **North Carolina Central University – Durham, North Carolina**

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

### **Prairie View A&M University – Prairie View, Texas**

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

### **Savannah State University – Savannah, Georgia**

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

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

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

### **Tennessee State University – Nashville, Tennessee**

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

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

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

### **University of West Indies – Kingston, Jamaica**

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

### **Winston Salem State University**

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

### **Xavier University**

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

# **OFC INNOVATION & ENTREPRENEURSHIP**

**BRIDGING THE ENTREPRENEURIAL GAP**

## **OPENING RECEPTION & DINNER**

**April 19, 2012          6:30 PM**

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

### ***INTRODUCTION***

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

### ***WELCOME***

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

### ***HOST UNIVERSITY GREETINGS***

Dr. James Anderson, Chancellor, Fayetteville State University

### ***OPENING REMARKS***

Sharon Orlopp, Wall-Mart Stores, Inc.  
Jim Winestock, The Annie E. Casey Foundation  
Vicki Marks, UPS  
Dianne Crawford, The Hershey Company  
Benita Fortner, Raytheon Company  
Herbert Wilkins, Jr., SYNCOM

### ***ACKNOWLEDGEMENT***

Mohammad Bhuiyan, Ph.D.  
OFC Innovation & Entrepreneurship

### **ANNOUNCEMENTS**

### ***MUSIC***

Bill Odum and Group

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

## **JAMES ANDERSON: HOST UNIVERSITY GREETINGS**



**James Anderson**  
**Chancellor, Fayetteville State University**

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

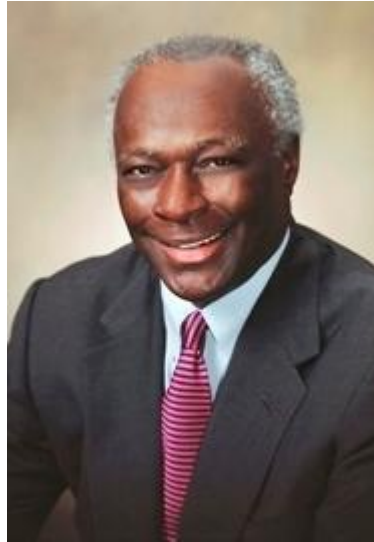
Before coming to FSU Chancellor Anderson served as the University of Albany's Vice President for Student Success and Vice Provost for Institutional Assessment and Diversity. He also was a professor in the department of psychology. In 2003, Anderson was recruited to Texas A&M University, a major land-grant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

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

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

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

## **JIM WINESTOCK: OPENING RECEPTION REMARKS**



**Jim Winestock**  
**Board Member, The Annie E. Casey Foundation**  
**Retired Senior Vice President of Operations, UPS**

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

## **VICKI MARKS: OPENING RECEPTION REMARKS**



**Vicki Marks**  
**Marketing Director, Strategy for UPS Capital**  
**UPS**

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

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

## **MICHAEL JACKSON: OPENING RECEPTION REMARKS**



**Michael Jackson**  
**Plant Manager, Stuarts Draft Plant**  
**The Hershey Company**

Michael Jackson is the Plant Manager of the Stuarts Draft Plant Virginia, for The Hershey Company. In this role, Jackson oversees the manufacturing operations of the company's most iconic brands such as: Reese's Peanut Butter Cups, Reese's Pieces, Reese Sticks and Shapes, as well as, other products like Mounds and Almond Joy to name a few. Jackson has over 24 years of professional experience and is well known throughout the Hershey Company for his vast knowledge of Continuous Improvement methodology. Jackson joined the Hershey Company as plant manager for the Robinson, IL plant in 2009 after 22 years with Procter and Gamble. Jackson served P&G in many different roles over the years ranging from Process Engineer, Team Manager, Department Manager, and Global Business Manager to Operations Manager. Over Jackson's tenure with P&G, he worked in 5 different plants or technical centers and 8 different roles. Jackson's record of performance demonstrates his ability to lead organizations to success. His efforts in Robinson, IL turned around 7 years of poor financial results in 15 months. A native of Baton Rouge, LA, Mr. Jackson holds a Bachelor of Science degree from Southern University A&M in Electrical Engineering.



## **BENITA FORTNER: OPENING RECEPTION REMARKS**



**Benita Fortner**  
**Director of Supplier Diversity**  
**Raytheon Company**

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

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

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

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

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

## **HERBERT WILKINS, JR.: OPENING RECEPTION REMARKS**



**Herbert Wilkins, Jr.**  
**General Partner**  
**SYNCOM**

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

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

## BELLE WHEELAN: INNOVATION & ENTR. SEMINAR SPEAKER



**Belle Wheelan**  
**President**  
**SACS**

Dr. Wheelan currently serves as President of the Southern Association of Colleges and Schools Commission on Colleges and is the first African American and the first woman to serve in this capacity. Her career spans over 30 years and includes the roles of faculty member, chief student services officer, campus provost, college president and Secretary of Education. In several of those roles she was the first African American and/or woman to serve in those capacities.

Dr. Wheelan received her Bachelor's degree from Trinity University in Texas (1972) with a double major in Psychology and Sociology; her Master's from Louisiana State University (1974) in Developmental Educational Psychology; and her Doctorate from the University of Texas at Austin (1984) in Educational Administration with a special concentration in community college leadership.

She has received numerous awards and recognition including four honorary degrees; the Distinguished Graduate Award from Trinity University (2002), and from the College of Education at the University of Texas at Austin (1992); *Washingtonian Magazine's* 100 Most Powerful Women in Washington, DC (2001); the AAUW Woman of Distinction Award (2002); the Suanne Davis Roueche National Institute for Staff and Organizational Development's Distinguished Lecturer Award (2007); and the John E. Roueche National Institute for Staff and Organizational Development's International Leadership Award (2010)

She holds and has held membership in numerous local, state and national organizations including Rotary International; Alpha Kappa Alpha Sorority, Inc.; the American College Testing, Inc., board of directors; American Association of Community Colleges' board of directors; the Lumina Foundation for Education, board of directors; and the President's Round Table of the National Council on Black American Affairs.

Dr. Wheelan attributes her success to hard work, endurance, tenacity, and being in the right place at the right time. She recognizes that prayer and support from family and friends make anything possible.

Dr. Wheelan is the mother of an adult son named Reginald.

# **OFC INNOVATION & ENTREPRENEURSHIP FRIDAY NIGHT RECEPTION & DINNER**

**April 20, 2012**

**6:00 PM**

**MUST BOARD THE BUS BY 5:30 PM**

*LOCATION: GEORGIA FREIGHT DEPOT*

*NEXT TO UNDERGROUND ATLANTA*

## ***SAM'S CLUB EVENING***

### ***WELCOME***

William Clement, Chairman, OFC

### ***ACKNOWLEDGEMENTS***

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

### ***SPECIAL REMARKS FROM WELLS FARGO***

Darryl Harmon, Southern Region President, Wells Fargo

### ***INTRODUCTION OF FRIDAY NIGHT CORPORATE KEYNOTE SPEAKER***

Herb Wilkins, Jr., OFC Governor

### ***FRIDAY NIGHT CORPORATE KEYNOTE SPEAKER***

Sharon Orlopp, Chief Diversity Officer & Senior Vice President, Wal-Mart Stores, Inc.

### ***PRESENTATION OF "TOP CORPORATE SUPPORTER OF HBCUS AWARD"***

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

### ***Entertainment***

### ***INTRODUCTION OF CORPORATE CEO KEYNOTE SPEAKER***

Bo William, OFC Governor

### ***FRIDAY NIGHT CEO KEYNOTE SPEAKER***

**Doug Conant**, Former President, CEO & Director, Campbell Soup Company

### ***PRESENTATION OF "2012 OUTSTANDING LEADERSHIP AWARD"***

William Clement, Chairman, OFC

### ***INVOCATION***

## **Dinner Served**

## **Special Appeal by Students**

### ***ANNOUNCEMENT OF FIRST-ROUND WINNERS***

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

***ENTERTAINMENT: BILL ODUM & GROUP / PLANET U PERF. ARTS / BRENDA WIMBERLEY***

## **DARRYL HARMON: FRIDAY NIGHT SPECIAL REMARKS**



**Darryl Harmon**  
**Southeast Regional President**  
**Wells Fargo**

Based in Atlanta, Harmon is regional president of community banking for all Wells Fargo consumer and business banking operations in Georgia, Alabama, Mississippi and Tennessee. He is the senior leader within the region for business lines that employ 11,000 and serve customers at more than 600 locations. With 27 years in banking, Harmon began his career with Bank One in Illinois. He was subsequently named Quad Cities president for Brenton Bank, acquired by Wells Fargo in 2000. He then held a variety of positions and in 2007 was named Central California regional president. He was named Southeast regional president effective Dec. 31, 2008. Harmon is a member of the Atlanta Committee for Progress, the Metro Atlanta Chamber of Commerce Executive Advisory Board and the board of directors of the Georgia Bankers Association. In California, he served on the boards of the Children's Hospital of Central California Foundation and the Marjorie Mason Center, which helps women confronting domestic violence.

Education: Bachelor's degree in business administration from Memphis State University; MBA from University of Illinois

## **SHARON ORLOPP: FRIDAY NIGHT KEYNOTE SPEAKER**



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

Sharon is the Chief Diversity Officer and Senior Vice President of Corporate People for Wal-Mart Stores, Inc where she is responsible for developing a diverse global workforce where all ideas, perspectives and cultures are included. Sharon joined Wal-Mart Stores, Inc. in 2003. Sharon was the Senior Vice President of People for Sam's Club until 2012. Her current responsibilities include diversity and inclusion, associate relations, and policy and for the world's largest retailer.

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

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

## DOUG CONANT: FRIDAY NIGHT CEO KEYNOTE SPEAKER



**DOUGLAS CONANT**  
**President, CEO & Director (Ret.)**  
**Campbell Soup Company**

Douglas R. Conant, a *New York Times* bestselling author and sought-after speaker, was appointed President and CEO of the Campbell Soup Company in 2001. He retired in 2011. He was the 11th leader in this iconic company's 141-year history – faced with reversing a precipitous decline in market value. Conant succeeded by dramatically transforming the global leadership team, reconfiguring the portfolio, cutting costs and making strategic investments in Campbell's products, marketing programs, innovation pipeline and infrastructure. He improved the company's financial profile delivering quality sales growth, improved marketplace positions, ten straight years of adjusted earnings per share growth, strong cash flow, record high investment and record high Return on Invested Capital. As a result, the company was able to deliver cumulative shareholder returns in the top tier of the global food industry. The key enabler of this performance was Campbell's march towards achieving world-class employee engagement levels. During the decade of Conant's leadership, employee engagement went from being among the worst in the *Fortune 500* to being consistently among the best. Campbell has been widely recognized for its progress; its many honors range from being recognized by the Gallup organization with its "Great Workplace Award" for four years running to receiving the 2010 Catalyst Award for helping women advance their careers. During his tenure, the company was also recognized as a leader in social responsibility and ethical leadership. Conant joined Campbell with 25 years of experience from three of the world's leading food companies: General Mills, Kraft and Nabisco. He began his career in 1976 in marketing at General Mills. After 10 years, he moved to Kraft where he held top management positions in marketing and strategy. Immediately prior to coming to Campbell, he was President of the \$3.5 billion Nabisco Foods Company where he led his team to improved marketplace performance and five consecutive years of double-digit earnings growth. During his tenure at Campbell, Conant established the Campbell CEO Institute to train the company's future leaders. Along with his team and strategic leadership expert Mette Norgaard, his mission was to ensure that the company's highest-potential employees were well-equipped to handle the challenges and surprises that inevitably create a leader's impact and legacy. Conant and Norgaard have since co-authored the *New York Times* bestselling book, *TouchPoints: Creating Powerful Leadership Connections in the Smallest of Moments*. Conant is working on a new book about the secret to driving high performance in an enduring way in an on-demand world. Along with writing, speaking and teaching on a variety of leadership topics, Conant now devotes his time to helping to guide non-profit organizations. He is Chairman of the Committee Encouraging Corporate Philanthropy (CECP) and an active member of the board of the following organizations: National Organization on Disabilities (NOD), the Partnership for Public Service (PPS), Students in Free Enterprise (SIFE), Catalyst, The Conference Board (TCB), the Families and Work Institute (FWI), the International Tennis Hall of Fame (ITHF), and most recently, the United Nations Fund for International Partnerships (UNFIP). He is also a former chairman of the Grocery Manufacturers Association (GMA) and The Conference Board (TCB). A native of the Chicago area, Conant earned his BA degree from Northwestern University and his MBA from the J.L. Kellogg School of Management at Northwestern. Join the conversation on Twitter about how leadership can truly drive results: @DougConant and visit his website at [www.conantleadership.com](http://www.conantleadership.com).

**OFC INNOVATION & ENTREPRENEURSHIP**  
**BRIDGING THE ENTREPRENEURIAL GAP**

***VIP LUNCHEON***

**April 21, 2012      11:30 AM**

**Atlanta Ballroom C&D**

***INTRODUCTION***

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

***WELCOME***

William Clement, Chairman, OFC

***INVOCATION***

**Lunch Served**

***INTRODUCTION OF THE CORPORATE KEYNOTE SPEAKER***

Herb Wilkins, Jr., OFC Governor

***CORPORATE KEYNOTE SPEAKER***

***AND THE RECIPIENT OF***

***"2012 OUTSTANDING***

***CEO SUPPORTER OF HBCUs AWARD"***

**Frank Blake**

Chairman and CEO, Home Depot

***PRESENTATION OF THE AWARD***

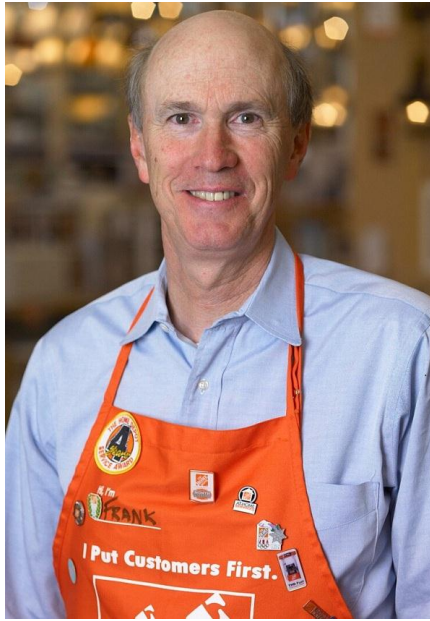
William Clement      Mohammad Bhuiyan

***ANNOUNCEMENT***

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



## **FRANK BLAKE: SATURDAY VIP LUNCHEON CORPORATE KEYNOTE SPEAKER**



**Frank Blake**  
**Chairman and CEO**  
**Home Depot**

Frank Blake is the chairman and CEO of The Home Depot. Prior to his appointment to this position in 2007, he served as vice chairman of the board of directors and executive vice president of the Company. He joined The Home Depot in 2002 as executive vice president, business development and corporate operations, and was responsible for real estate, store construction, credit services, strategic business development, growth initiatives, call centers and the Home Services business.

Frank previously served as deputy secretary for the U.S. Department of Energy (DOE), a role similar to that of chief operating officer in the private sector. There, he was a leader in departmental policy decisions and managed DOE's annual \$19 billion budget. Prior to that, Frank served in a variety of executive roles at General Electric. As senior vice president, Corporate Business Development, he led all business development efforts, including worldwide mergers, acquisitions, dispositions and identification of strategic growth opportunities. As GE Power Systems' head of business development, he played a key role in expanding that business into new technology and global marketplaces. He also held the position of general counsel at GE Power Systems.

Frank's public sector experience also includes having served as general counsel for the U.S. Environmental Protection Agency (EPA), deputy counsel to Vice President George Bush and law clerk to Justice Stevens of the U.S. Supreme Court.

Frank serves on the board of directors for the Georgia Aquarium. He holds a bachelor's degree from Harvard University and a jurisprudence degree from Columbia University School of Law.

**OFC INNOVATION & ENTREPRENEURSHIP**  
**BRIDGING THE ENTREPRENEURIAL GAP**

***STUDENT VIP LUNCHEON***

**April 21, 2012      11:30 AM**

**Augusta I&II**

***INTRODUCTION***

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

***WELCOME***

Lt. Gen. Arthur Gregg, Chairman Emeritus, OFC

***INVOCATION***

**Lunch Served**

***INTRODUCTION OF THE KEYNOTE SPEAKER***

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

***KEYNOTE SPEAKER***

**Barry Johnson**

**Executive Director, Select USA**

***PRESENTATION OF THE AWARD***

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

**BILL COX, OFC GOVERNOR**

***ANNOUNCEMENT***

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

## **BARRY JOHNSON: SATURDAY STUDENT VIP LUNCHEON KEYNOTE SPEAKER**



**Barry Johnson**  
**Executive Director, Select USA**

Barry Johnson serves as the Executive Director of SelectUSA, housed in the U.S. Department of Commerce within the U.S. Commercial Service of the International Trade Administration.

Established in June 2011 by Executive Order of the President, SelectUSA is a government-wide initiative to promote business investment by both domestic and foreign firms in the United States. As Executive Director, Johnson manages the promotion of the United States as the world's premier business investment destination, guiding the strategy and implementation of SelectUSA to facilitate business investment in the United States to create jobs, spur economic growth, and promote American competitiveness. He also chairs, with the Director of the White House National Economic Council, the SelectUSA Interagency Investment Working Group to coordinate existing resources across the federal government to promote business investment and address federal regulatory barriers. SelectUSA partners with state, regional and local economic development organizations engaged in the escalating global competition for business investment.

Prior to leading SelectUSA, Johnson was Senior Advisor and Director of Strategic Initiatives at the department's Economic Development Administration, where he focused on regional innovation policy and development of 21st century communities where innovation, business investment, and job creation can flourish.

With over 20 years of business experience as an entrepreneur and corporate executive with a focus on public-private partnerships, Johnson has led several Obama administration regional innovation initiatives that leverage resources from across federal agencies. He has collaborated with the White House, other federal agencies and regional leaders to implement innovative regional solutions to improve competitiveness and foster economic growth.

Johnson serves as one of the U.S. Government's delegates to the Paris-based OECD, where he is a Vice Chairman on the Territorial Development Policy Committee and member of the Investment Committee. Before his appointment to the Obama administration, Johnson has held an extensive background in starting innovative new businesses within media giants such as the Walt Disney Company, Bertelsmann, and Sony Music Corporation and was formerly founding President of MSBET, a joint venture between Microsoft Corporation and BET Holdings.

Johnson is a native of Birmingham, Alabama. He earned a master's degree in Business Administration from the Harvard Business School and Bachelor of Science degrees in Economics and Political Science from Yale College.

**OFC INNOVATION & ENTREPRENEURSHIP  
NATIONAL POLICY FORUM ON  
INNOVATION & MINORITY ENTREPRENEURSHIP EDUCATION  
APRIL 21, 2012    ATLANTA, GA**

***Schedule of Events***

- 7:00 AM      Presidential Breakfast: Atlanta Ballroom D (7th Floor)**
- 8:30 AM      Special Sessions on Online Education: Atlanta Ballroom A&B**
- 10:30 AM     Watch Final Round Business Plan Competition: E+F+G**
- 11:30 AM     VIP Luncheon: Atlanta Ballroom C&D (7th Floor)**
- 1:00 PM      Observing One Final Round Business Plan Presentation: Ballroom E+F+G**
- 1:35 PM      All Participants except Students Proceed to Plaza Ballroom (10th Floor)**
- 1:45 PM      National Policy Forum Participants will Take Designated Seats**
- 1:55 PM      Introduction & Moderation: Mohammad Bhuiyan, OFC I&E/FSU/USG  
Greetings: William Clement, Chairman, OFC**
- 2:00 PM      PART-I: Managing Universities under Difficult Financial Condition  
Introduction of Subject: Mohammad Bhuiyan, OFC I&E/FSU/USG**

**Keynote Speakers:**

**Chancellor Henry Huckaby**, University System of Georgia  
**President Thomas Ross**, University of North Carolina  
**Chancellor John Morgan**, Tennessee Board of Regents

**Special Guests:**

**Prof. Muhammad Yunus**, 2006 Nobel Peace Prize winner  
**Ms. Valerie Jarrett**, Senior Advisor to President Barack Obama

- 2:45 PM      Open Discussion by All**

**Participants:**

**HBCU Presidents & Chancellors**  
**Other Presidents**  
**Corporate CEOs and Senior Executives**  
**Foundations Executives**  
**Top Ranking Military & Government Representatives**  
**Successful Entrepreneurs**  
**Invited Presenters and Guests**  
**Deans and Faculty Advisors**  
**Other Invited Guest**

- 4:00 PM      End of Session and Ice Cream Break**



**Henry Huckaby**  
**Chancellor**  
**University System of Georgia**

As chancellor of the University System of Georgia, Henry Huckaby is responsible for the state's 35 public colleges and universities, approximately 322,000 students, and over 40,000 faculty and staff. The University System also has administrative responsibility for the Georgia Public Library Service, which manages the state's 58 public library systems.

Henry "Hank" M. Huckaby was born in Spalding County, Georgia and grew up in Hapeville. His career has focused on a long record of public service to the state of Georgia in many areas of government. Huckaby's involvement with the University System of Georgia began when he was a student. After earning an associate's degree in Liberal Arts from Young Harris College, he pursued his education at Georgia State University earning both a bachelor's degree in political science and an MBA in International Business. His career in higher education and his involvement with the University System continued with service in a number of key administrative positions including senior vice president of Finance and Administration at UGA (2000-06).

In a career that goes beyond his long association with the University System, Hank Huckaby has a long history of public service to the citizens of Georgia. His service in the Governor's Office of Planning and Budget, first as a senior policy coordinator from 1973-75, and then as its director, from 1991-95 has provided extensive experience in state finance. During that time, Huckaby was responsible for overseeing the state budget on behalf of the governor. He also served as the interim chief financial officer for then Gov. Sonny Perdue during Perdue's transition period. His commitment to public service during his career led to Huckaby being tapped on two occasions to head other key state agencies. From 1977 to 1980, he was commissioner of the Georgia Department of Community Affairs, and from 1980 to 1991, he was the executive director of the Georgia Residential Finance Authority. Huckaby was sworn in this past January to represent Georgia House District 113 as a Republican. His legislative experience also includes a stint as the director of the Georgia State Senate Research Office from 1975-77.

As an involved resident of Oconee County, Huckaby has been active in a large number of civic organizations in the community. As a former resident of Douglasville, Huckaby was named the 1995 Douglas County "Man of the Year." He also is active in the United Methodist Church and has held numerous positions at both the conference and national level. He maintains ties to Young Harris College, where he serves as a trustee. Huckaby and his wife, Amy, have two grown children and six grandchildren.



**Thomas Ross**  
**President**  
**University of North Carolina**

Thomas W. Ross became President of the 17-campus University of North Carolina on January 1, 2011. Born and raised in Greensboro, N.C., he holds a bachelor's degree in political science from Davidson College (1972) and graduated with honors from the UNC-Chapel Hill School of Law (1975).

After a short stint as an Assistant Professor of Public Law and Government at UNC-Chapel Hill's School of Government, Ross joined the Greensboro law firm of Smith Patterson Follin Curtis James & Harkavy in 1976. He left the firm in 1982 to serve as chief of staff in the Washington, D.C., office of U.S. Congressman Robin Britt. The following year, at the age of 33, Ross was appointed to fill a vacancy on the North Carolina Superior Court. He held the position for the next 17 years. In 1999, Ross was appointed director of the state's Administrative Office of the Courts. In 2001, he left the bench to serve as executive director of the Z. Smith Reynolds Foundation, a Winston-Salem-based philanthropic organization devoted to improving the lives of the people of North Carolina. Ross stepped down in 2007 to return to Davidson as its President, serving in that role until he assumed leadership of UNC.

Active in civic and community activities, Ross currently serves on the Board of Governors of the Center for Creative Leadership, the Association of Governing Boards' Council of Presidents and Intercollegiate Athletics Project Advisory Group, advisory boards for the NC Humanities Council and the NC State University Institute for Emerging Issues, and the honorary Board of Directors of the Conservation Trust of North Carolina. A former chairman of the UNC Greensboro Board of Trustees, he has previously served on the Boards of Visitors for UNCG, UNC-Chapel Hill, and Wake Forest University.

Ross has received numerous awards and accolades for his vast public service and professional achievements. His many contributions to the judicial system have been recognized through the William H. Rehnquist Award for Judicial Excellence (2000), given annually to one state judge in the nation; *Governing Magazine's* National Public Official of the Year Award (1994); the Foundation for the Improvement of Justice Award (1995); the NC Academy of Trial Lawyers Trial Judge of the Year Award (1996); the American Society of Criminology President's Award for Distinguished Contributions to Justice (2007); the NC Justice Center Defenders of Justice Award (2008); and the NC Bar Association Citizen Lawyer Award (2010). He has been honored with Distinguished Alumni Awards from Davidson (2001) and the UNC-Chapel Hill School of Law (2005) and holds an honorary doctorate from UNCG. In addition, he has received the Boy Scouts of America Silver Beaver Award (1993), the National Boy Scouts of America Distinguished Eagle Scout Award (1999), and the Order of the Long Leaf Pine (1999).

Ross has been married since 1972 to Susan Donaldson Ross, a graduate of the UNC-Chapel Hill School of Education and a former executive director of the Greensboro Bar Association. They have two adult children.



**John Morgan**  
**Chancellor**  
**Tennessee Board of Regents**

John Morgan was born January 4, 1952, in Nashville, Tennessee. He is married to Donna Morgan; they have two sons, Brian and Kevin. Morgan graduated from Austin Peay State University in 1974. He did graduate work at Louisiana State University 1974 – 1976.

He entered state government as a research assistant for the Legislative Fiscal Review Committee in 1976. From 1978 to 1980 he was a research assistant in the Department of Finance and Administration, and from 1980 to 1982 was an administrative assistant to the State Treasurer. In 1982 he began working in the Office of the Comptroller of the Treasury as assistant director of Bond Finance, and in 1983, as director of Bond Finance. In 1987 he also became assistant to the Comptroller, as well as Director of Bond Finance. In October of 1987 Morgan left state government and was vice president, director of Public Finance of Third National Bank in Nashville. In February of 1989 Morgan returned to state government as executive assistant to the Comptroller of the Treasury, and in January 1999 was first elected Comptroller of the Treasury by the Tennessee General Assembly. He was reelected to this position in 2001, 2003, 2005, and 2007. In January 2009, he was appointed to the position of Deputy to the Governor and served in that position until his appointment as Chancellor of the Tennessee Board of Regents on October 1, 2010.

Morgan is a member of the National Association of System Heads, the Board of Directors of the Nashville Chamber of Commerce, the American Society of Public Administration and former member of the Association of Government Accountants.

He enjoys gardening and golf.



# **OFC INNOVATION & ENTREPRENEURSHIP**

**BRIDGING THE ENTREPRENEURIAL GAP**

## **RECEPTION & AWARDS BANQUET**

**PEACHTREE BALLROOM (8TH FLOOR)**

**April 21, 2012**

**6:00 PM**

***WELCOME:*** William Clement, Chairman, OFC

***MASTER OF CEREMONIES:*** MARIO ARMSTRONG, CNN

### ***HOST UNIVERSITY GREETINGS***

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

### ***ACKNOWLEDGEMENTS***

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

### ***SPECIAL PRESENTATIONS***

Lt. Gen. Arthur Gregg (Ret.)    Mohammad Bhuiyan

### ***INTRODUCTION OF ROLE MODEL KEYNOTE SPEAKER***

BRIAN FAISON, VOLUNTEER LEADER / DIRECTOR, KAISER PERMANENTE

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

**Valerie Jarrett**

**Senior Advisor to President Barack Obama**

### ***INVOCATION***

**Dinner Served**

### ***INTRODUCTION OF ENTREPRENEUR KEYNOTE SPEAKER***

Avi Bhuiyan (Bangladeshi American), 2L, UT Law

### ***ENTREPRENEUR KEYNOTE SPEAKER AND THE RECIPIENT OF OUTSTANDING ENTREPRENEUR OF OUR TIME AND THE BEST HUMANITARIAN OF THE YEAR AWARD***

**Prof. Muhammad Yunus**

**2006 Nobel Peace Prize winner and Father of Microcredit**

### ***WINNING TEAMS AWARDS PRESENTATION***

William Clement    Mohammad Bhuiyan

***ENTERTAINMENT: BILL ODUM AND GROUP / BRENDA WIMBERLY***



## **VALERIE JARRETT: ROLE MODEL KEYNOTE SPEAKER**



### **Valerie Jarrett** **Senior Advisor to President Barack Obama**

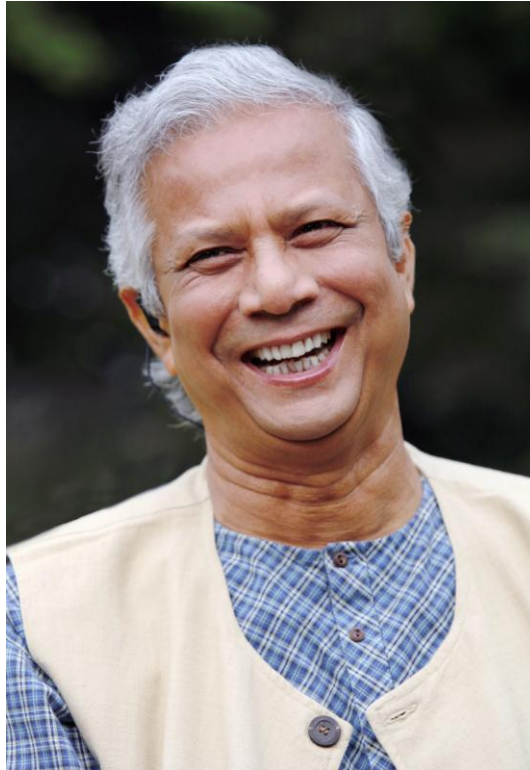
Valerie B. Jarrett is a Senior Advisor to President Barack Obama. She is also the Chair of the White House Council on Women and Girls.

Prior to joining the Obama Administration, she was the Chief Executive Officer of The Habitat Company. She also served as Co-Chair of the Obama-Biden Presidential Transition Team, and Senior Advisor to Obama's presidential campaign.

Ms. Jarrett has held positions in both the public and private sector, including the Chairman of the Chicago Transit Board, the Commissioner of Planning and Development for the City of Chicago, and Deputy Chief of Staff for Mayor Richard M. Daley. She also practiced law with two private law firms.

Jarrett also served as a director of corporate and not for profit boards, including Chairman of the Board of the Chicago Stock Exchange, Director of the Federal Reserve Bank of Chicago, and Chairman of the University of Chicago Medical Center Board of Trustees.

Jarrett received her B.A. from Stanford University in 1978 and her J.D. from the University of Michigan Law School in 1981.



## **Prof. Muhammad Yunus**

### **2006 Nobel Peace Prize winner and Father of Microcredit**

Prof. Muhammad Yunus is the 2006 Nobel Peace Prize Winner and is known worldwide as the “Father of Microcredit” and “Banker to the Poor”. Prof. Yunus is one of six people in the world to have won the Nobel Peace Prize, the U.S. Presidential Medal of Freedom and the U.S. Congressional Gold Medal. He is also the recipient of hundreds of national and international awards. Muhammad Yunus’s vision is the total eradication of poverty from the world.

Muhammad Yunus (pronounced Muhammôd Iunus) is a Bangladeshi banker and economist. He previously was a professor of economics and is famous for his successful application of microcredit – the extension of small loans. These loans are given to entrepreneurs too poor to qualify for traditional bank loans. Muhammad Yunus was awarded the 2006 Nobel Peace Prize, along with Grameen Bank, for their efforts to create economic and social development. In the prize announcement The Norwegian Nobel Committee stated: “Muhammad Yunus has shown himself to be a leader who has managed to translate visions into practical action for the benefit of millions of people, not only in Bangladesh, but also in many other countries.”

Loans to poor people without any financial security had appeared to be an impossible idea. From modest beginnings three decades ago, Yunus has, first and foremost through Grameen Bank, developed micro-credit into an ever more important instrument in the struggle against poverty. Muhammad Yunus was the first Bangladeshi to ever get a Nobel Prize. After receiving the news of the important award, Yunus announced that he would use part of his share of the \$1.4 million award money to create a company to make low-cost, high-nutrition food for the poor; while the rest would go toward setting up an eye hospital for the poor in Bangladesh.

In March 2012, CNN has declared Prof. Yunus as one of the 12 greatest entrepreneurs of our time. Professor Yunus was chosen by the Wharton School of Business for PBS documentary, as one of The 25 Most Influential Business Persons of the Past 25 Years. In 2006, Time magazine listed him under “60 years of Asian Heroes” as one of the top 12 business leaders. Dr. Yunus is the author of three books: “Banker to the Poor,” “Creating a World Without Poverty” and “Social Business: A New Kind of Capitalism.”

## PAST SPEAKERS



**Brian Cornell, CEO, Sam's Club**



**Michael Coles, CEO, O.A.**



**Mike Eskew, CEO, UPS**



**Erroll Davis, Chancellor, USG**



**Len Schlesinger, Pres., Babson U**



**Dave West, CEO, Hershey's**



**Debra Lee, CEO, BET**



**Chris Williams, CEO, WCG**



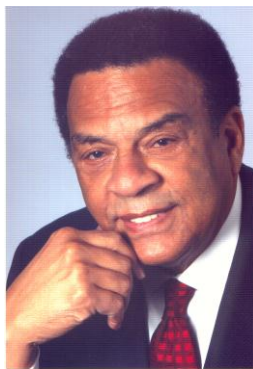
**Sharon Orlopp, SVP, Wal-Mart**



## PAST SPEAKERS



**General "Kip" Ward**



**Ambassador Andrew Young**



**Sam Duncan, CEO, OfficeMax**



**Earvin "Magic" Johnson, CEO, MJE**



**John Allison, CEO, BB&T**



**Dan Cathy, COO, Chick-fil-A**



**Clayton Jones, CEO, Rockwell**



**Bob Johnson, Founder BET**



**James Wright, Pres., Dartmouth C**



**Adam Herbert, P., Indiana U**



**James Moser, C., UNC-CH**



**Xernona Clayton, CEO, TAF**



**Jide Zeitlin, MD, GS**

**OFC INNOVATION & ENTREPRENEURSHIP**  
**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2001***



**2001 Winner: Morgan State University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2002***



**2002 Winner: Clark Atlanta University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2003***



**2003 Winner: Florida A&M University**



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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2004***



**2004 Winner: Bowie State University**



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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2005***



**2005 Winner: Fayetteville State University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2006***



**2006 Winner: Tennessee State University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2007***



**2007 Winner: Fayetteville State University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2008***



**2008 Winner: Fayetteville State University**

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**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2009***



**2009 Winner: Clark Atlanta University**



**OFC INNOVATION & ENTREPRENEURSHIP**  
**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2010***



**2010 Winner: Fayetteville State University**

**OFC INNOVATION & ENTREPRENEURSHIP**  
**BRIDGING THE ENTREPRENEURIAL GAP**  
***WINNING TEAM 2011***



**2011 Winner: University of West Indies**

## MOHAMMAD BHUIYAN, PH.D.

Dr. Mohammad Bhuiyan is currently an ACE Fellow 2011-12 working with Chancellor and Chief Academic Officer of the University System of Georgia. Dr. Bhuiyan is the Founding National Director of the OFC Innovation & Entrepreneurship program and has over twenty years of experience in dealing with Historically Black Colleges & Universities and minority entrepreneurship issues. He has been highly successful in helping more than thirty HBCUs to establish entrepreneurship programs during the last twelve years. Dr. Bhuiyan also provides leadership to an annual "National Policy Forum on Innovation, Entrepreneurship, and Higher Education" involving many university system heads, chancellors, presidents, Fortune 500 CEOs, successful entrepreneurs, and other thought leaders. He also works very closely with 2006 Nobel Peace Prize winner Prof. Muhammad Yunus to promote Social Business and Microcredit idea in USA. For his outstanding work in the entrepreneurship field for HBCUs, Dr. Bhuiyan was awarded 2005 Prestigious "Appel Prize" by Babson University. He is also an Endowed Professor of Entrepreneurship at FSU and the President & CEO of Global Trading and Consulting, Inc., a company that works with start-up ventures as well as major corporations.



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

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

Dr. Bhuiyan's main teaching and research interest are in the areas of entrepreneurship, international business management, and leadership. He offers training programs on "Leadership Development," "Negotiations," and "Global Business Culture" (how to deal with people from different cultures and different ethnic background to carryout successful business dealings). As a true international expert, he has lived in, worked and traveled to **Argentina, Australia, Austria, Bangladesh, Bermuda, Botswana, Brazil, Canada, Chile, China, Czech Republic, Denmark, Egypt, France, Germany, Greece, Hungary, India, Italy, Jamaica, Japan, Malaysia, Mexico, Norway, Peru, Philippines, Saudi Arabia, Singapore, South Africa, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, United Arab Emirates, United Kingdom, United States, Zambia, and Zimbabwe**. He is associated with a number of national and international professional, academic, and business associations.

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

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

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

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