Sponsoring the
6th Annual Venture Capital Investment Competition
The University of Chicago
Booth School of Business
January 22, 2010 | Charles M. Harper Center

1. History and Mission: A Convergence of People, Industries, and Ideas
2. How the VCIC Works: Real Entrepreneurs, Real Venture Capitalists
3. Why Sponsorship Is Necessary
4. Sponsorship Levels
5. Sponsorship Return Form
6. Contact Information
History and Mission: A Convergence of People, Industries, and Ideas

The Venture Capital Investment Competition (VCIC) is a student-run Winter Quarter event coordinated by the Entrepreneurship, Venture Capital and Private Equity (EVP) student group and the Polsky Center for Entrepreneurship at the University of Chicago Booth School of Business.

The purpose of the VCIC is to give students the experience of thinking and acting as venture capitalists and to identify top students to represent Chicago Booth at the regional intercollegiate competition. Playing the role of venture capitalists during the competition, students interact with real-life entrepreneurs and have the opportunity to be evaluated by actual investors.

Chicago Booth’s Venture Capital Investment Competition began in 2005. The winning team of students from the 2005 competition advanced to the regional intercollegiate competition and placed first. The team credited Chicago Booth’s VCIC as an essential tool for its success. This past year’s team placed first at the regional competition in Boulder, Colorado and fourth at the National Competition at the University of North Carolina at Chapel Hill.

This year, students who win the Chicago Booth competition will go on to compete in the regional VCIC in February. If our students win, they will advance to the National Competition at the University of North Carolina at Chapel Hill in April.

The competition provides a forum where students may begin to establish or continue a dialogue with prominent individuals involved in the development and financing of new ventures. While the competition is targeted to Chicago Booth students, it also offers other attendees, such as sponsors and participants, invaluable networking opportunities.
How the VCIC Works: Bridging Academic and Business Worlds

During the Venture Capital Investment Competition, students will learn first-hand how to evaluate early stage businesses and how to make investment decisions from the perspective of a venture capitalist. They will engage with real-world entrepreneurs and will present their investment recommendations to a panel of actual venture capitalists and investors.

Entrepreneur Presentations
At the VCIC, the founders and chief executive officers of three companies representing a variety of industries will present their business ideas to the student participants. These companies are all in the early stages of developing their businesses, and are seeking venture funds to move their companies forward. In addition to generously donating their time and energy to this learning experience for the students, these entrepreneurs have the opportunity to network with the real venture capitalists who serve on the Distinguished Judges Panel.

Former entrepreneur presentations at the VCIC include:
- Timothy Ramsey, CEO and CFO, SureGene, LLC
- Anjali Gurnani, VP, Athena Security
- Rich Millman, CEO, Falck Medical
- Nicole Loftus, President and CEO of Zorch International, Inc.
- Jun Yoshitani, Founder, Great Lakes Biodiesel, LLC
- Andrew Meadow, Managing Director of Meadow Partners
- Irv Shapiro, CEO and CTO, ifbyphone, LLC
- Drew Massie, Founder and COO of TixNix.com
- Byron Miller, COO of Genix Therapeutics

Distinguished Judges Panel

At the awards reception, the judges award the winning team with a cash prize, as well as the honor of representing Chicago Booth at the intercollegiate regional and national VCIC competitions.

Former judges at the VCIC include:
- Jim Dugan, CEO of OCA Ventures
- David Evans, Chairman and Founder of Glencoe Capital
- Dan Malven, Founder and Managing Partner of Drumcott Capital
- Eric Von Bauer, Founder and President of the Capital Strategy Management Company
- Peter Zaballos, Vice President of Frazier Technology Ventures
- George Arida of Venture Investors
- John Regan, Senior Director of Illinois Ventures
- Charlie Rees, Executive Vice President of Investments for Batterson Venture Partners
Why Sponsorship Is Necessary

100 persons, a cocktail networking reception, administrative costs, printed signs and programs, and other marketing efforts. In addition, we are seeking sponsorship funds to enable us to cover the travel and accommodation expenses of the Chicago Booth students who will represent the school at the regional and national VCIC competitions later in the year.

Past Sponsors

in Chicago in 1993 by Chicago Booth alumnus David Evans, Glencoe Capital is a private merchant bank managing over $950 million in alternative assets. Glencoe Capital acts as a lead sponsor in acquisitions of middle-market companies, and provides innovative alternative asset management programs to institutional investors, pension funds, and private investors.

OCA Ventures
OCA Ventures is a venture capital firm focused on investments in companies with dramatic growth potential, primarily in technology, financial services, for-profit education and business services. OCA Ventures believes that venture capital investing is successful when a strong partnership is forged with the entrepreneurs in which it invests. This active partnership approach is how OCA Ventures manages financial and operational risk. OCA Ventures is based in Chicago and has investments throughout the United States.

Crain’s Chicago Business
Crain’s is the premier source of local business news and information for the Chicago area’s most influential business executives. For over a quarter century, its weekly edition has delivered a compelling blend of scoop-oriented news and analysis. ChicagoBusiness.com is the ultimate online business tool for news, information and statistics about doing business in Chicago for decision-makers. 125,000+ registered users. Print circulation is 50,100.

Kirkland & Ellis, LLP
Kirkland & Ellis’ principal goals are to provide the highest quality legal services available anywhere and to be an instrumental part of each client’s success. The Firm seeks long-term, partnering relationships with clients, to the end of providing the best total solution to the client’s legal service needs. Lawyers in all of Kirkland’s offices work together as integrated, multidisciplinary teams to provide the full service capabilities our clients need for the complex litigation, corporate, tax, intellectual property, restructuring and other interdisciplinary matters they retain Kirkland to handle.

Fox & Obel
Fox & Obel is Chicago’s premiere gourmet market. The Fox & Obel market, café, and catering are built around the love of great food and the people who are passionate about everything they create. Fox & Obel opened its doors on August 30, 2001. The idea of creating Chicago’s first world-class food market became a reality behind the combined vision of Ken Obel, Ari Fox and Gary and Meme Hopmayer. Together, with many talented food professionals and investors who shared their vision, the beginning of a great Chicago destination was built.
6th Annual Venture Capital Investment Competition
Sponsorship Levels

**Gold Sponsors**

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| $5,000+    | • Company logo will appear on signage, printed programs, web pages, and other promotional materials  
               • One page black and white advertisement in the VCIC printed program  
               • Complimentary attendance of up to three representatives at the networking reception |

**Silver Sponsors**

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| $1,000+    | • Company logo will appear on signage, printed programs, web pages, and other promotional materials  
               • Half-page black and white advertisement in the VCIC printed program  
               • Complimentary attendance of up to two representatives at the networking reception |

**Bronze Sponsors**

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**Leadership Sponsors**

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<td>• Company logo will appear on signage, printed programs, web pages, and other promotional materials</td>
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**In-Kind Sponsorship Opportunities**

**Travel Sponsor**

• Company logo will appear on signage, printed programs, web pages, and other promotional materials  
  • One page black and white advertisement in the VCIC printed program  
  • Complimentary attendance of up to two representatives at the networking reception

**North Carolina (est. $2,200)**

**Food Sponsor**

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## Sponsorship Return Form

### GENERAL INFORMATION

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### SPONSORSHIP LEVELS

(please check one)

- [x] $ 5,000+    Gold Sponsor
- [x] $ 1,000+        Silver Sponsor
- [x] $ 500+        Bronze Sponsor
- [x] $ 100+        Leadership Sponsor
- [ ] Travel Sponsor
- [ ] Food Sponsor

Signature: __________________________

Note: The University of Chicago Booth School of Business is a 501c(3) non-profit institution and, as a result, your donations are tax-deductible.

Please make checks payable to: The University of Chicago Booth School of Business

Please submit this form with check to:

Attn: Starr Marcello  
Senior Associate Director of Entrepreneurship Programs  
Polsky Center for Entrepreneurship  
The University of Chicago Booth School of Business  
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VCIC Faculty Sponsor

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Clinical Professor of Entrepreneurship