Sponsoring the 4th Annual Venture Capital Investment Competition

The University of Chicago Graduate School of Business

January 25, 2008 | Hyde Park 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 Graduate 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 the GSB 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.

The GSB’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 the GSB’s VCIC as an essential tool for its success. This team placed third in the 2005 national competition at the University of North Carolina.

This year, students who win the Chicago GSB 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 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:
Rich Millman, CEO, Falck Medical
Nicole Loftus, President and CEO of Zorch International, Inc.
Jun Yoshitani, Founder of 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
The VCIC’s Distinguished Judges Panel is comprised of leading venture capitalists from the Midwest region. The judges observe all of the day’s proceedings, including the entrepreneurs’ presentations and the students’ due diligence and question and answer sessions with the entrepreneurs, listen to the students present their investment recommendations, and evaluate how the students have performed as venture capitalists. During the cocktail networking reception, the judges award the winning team with a cash prize, as well as the honor of representing the University of Chicago 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
The majority of the costs of the competition are attributable to facilities rentals, breakfast and lunch for approximately 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 students who will represent the University at the regional and national VCIC competitions later in the year.

Past Sponsors

Glencoe Capital
Founded in Chicago in 1993 by University of Chicago GSB 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.

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.

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.
4th Annual Venture Capital Investment Competition
Sponsorship Levels

Gold Sponsors
Amount $5,000+
Benefits
- 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
Amount $1,000+
Benefits
- 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
Amount $500+
Benefits
- Company logo will appear on signage, printed programs, web pages, and other promotional materials
- Complimentary attendance of up to one representative at the networking reception

Leadership Sponsors
Amount $100+
Benefits
- Company logo will appear on signage, printed programs, web pages, and other promotional materials
In-Kind Sponsorship Opportunities

**Travel Sponsor**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Benefits</th>
</tr>
</thead>
</table>
| 5 round-trip flights from Chicago to the regional competition, and from Chicago to North Carolina (est. $2,200) | • 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 |

**Food Sponsor**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Varied</td>
<td>• Company logo will appear on signage, printed programs, web pages, and other promotional materials</td>
</tr>
</tbody>
</table>
# Sponsorship Return Form

## GENERAL INFORMATION

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Contact Person Name &amp; Title</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Phone Number</th>
<th>Fax Number</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Email Address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Company Web Address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

## SPONSORSHIP LEVELS

(please check one)

- [ ] $10,000+ Title Sponsor
- [ ] $ 5,000+ Gold Sponsor
- [ ] $ 1,000+ Silver Sponsor
- [ ] $ 500+ Bronze Sponsor
- [ ] $ 100+ Leadership Sponsor
- [ ] Travel Sponsor
- [ ] Food Sponsor

Signature: ________________________________

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

Please submit this form with check to:

Attn: Starr Marcello  
Associate Director of Entrepreneurship Programs  
Polsky Center for Entrepreneurship  
The University of Chicago Graduate School of Business  
5807 S. Woodlawn Ave., Chicago, IL 60637  
Tel 773.834.4525, Fax 773.834.4946  
Email: starr.marcello@chicagogsb.edu
Contact Information

For more information about the VCIC, please contact:

Emily Hertzer
VCIC Student Co-Chair
Chicago GSB
ehertzer@ChicagoGSB.edu

Starr Marcello
Associate Director of Entrepreneurship Programs
starr.marcello@ChicagoGSB.edu
Tel 773.834.4525 Fax 773.834.4046

Tom Ancona
Program Manager
tom.ancona@ChicagoGSB.edu
Tel 773.834.1521 Fax 773.834.4046

VCIC Faculty Sponsor

Scott Meadow
Clinical Professor of Entrepreneurship

Polsky Center for Entrepreneurship

Steven N. Kaplan
Faulty Director of the Polsky Center for Entrepreneurship
Neubauer Family Professor of Entrepreneurship and Finance

Ellen A. Rudnick, ’73
Clinical Professor of Entrepreneurship
Executive Director, Polsky Center for Entrepreneurship

Linda L. Darragh
Adjunct Professor of Entrepreneurship and
Director of Entrepreneurship Programs

Stephanie Marcucci
Associate Director of Marketing and Communications
stephanie.marcucci@ChicagoGSB.edu
Tel 773.834.1134 Fax 773.834.4046

The University of Chicago Graduate School of Business
5807 South Woodlawn Avenue, Chicago, Illinois 60637
Tel 773.834.4525 Fax 773.834.4046
ChicagoGSB.edu/entrepreneurship

Last Updated July 25, 2007