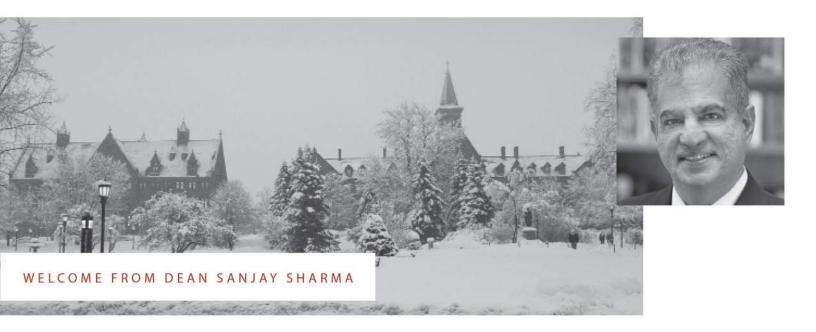
# THIRD ANNUAL FAMILY ENTERPRISE CASE COMPETITION JANUARY 7-10, 2015 UVM + BUSINESS ENDLESS POSSIBILITIES



- 2 Welcome From Dean Sanjay Sharma
- 3 Organizing Committee
- 5 Competing Universities
- 13 Sponsors
- 15 Schedule of Events
- 19 Detailed Competition Schedule
- 23 Division & Team Assignments



Family enterprises dominate the economic and social landscape in the U.S., and more so in most countries across the world. Therefore, I am delighted to welcome you to the third University of Vermont (UVM) School of Business Administration Annual Global Family Enterprise Case Competition (FECC).

Building on the success of the previous two years, we are very proud to once again be hosting FECC. This annual event continues to expand and this year we welcome the largest number of teams ever; sixteen undergraduate and eight graduate teams from four continents, many of whom are returning to UVM for this unique competition.

Here at the UVM School of Business Administration, we prepare students to become responsible managers in a dynamic, interconnected, complex and sustainable global economy. To accomplish this, we continually improve our curriculum and experiential learning opportunities to ensure a compelling student experience. FECC plays an important role in this experience not just because it is the only case competition dedicated solely to the issues surrounding family businesses, but because students are also exposed first-hand to cultures from around the world, as well as learning directly from influential business professionals and scholars from institutions at the leading edge in family enterprise education.

I believe all FECC attendees have a unique opportunity here to strengthen their networks, make lifelong friendships and build partnerships with other prominent, global educational institutions, businesses and organizations. FECC generates many new ideas and inspires greater innovations to meet the challenges family businesses face, and while many countries are represented here, I consider all FECC participants are united around a common cause; a commitment to strengthening family businesses all over the world and deepening cross-cultural understanding in a global business environment.

From wherever you call home, thank you for travelling here to Vermont and our home here at UVM. I invite you to explore the School of Business Administration and UVM campus, and enjoy Burlington and all it has to offer. And thank you to our sponsors and everyone involved with making FECC such a success. We're making history together.

Good luck in the competition!

Sincerely,
Sanjay Sharma, Ph.D.
Dean and Professor of Management



#### PICTURED ABOVE, FROM LEFT:

Aaron Joyce, Emily Bates, Caroline Gay, Yuqui Zhou, Ali Chipouras

#### TEAM ABMASSADORS

Nichol Brown
Carly Caswell
Curtis Desmarais
Lauren Donnellan
Michael Du
Siobhan Forbes
Theresa Glabach
Joe Higgins
Tupper Hinsdale
Nishani Kessler
Jesse Kiel

Drew Kirkwood
Taylor L'HeureuxSummerville
Amy Lawliss
Peyton Leveillee
Topher Lindberg
Jackson Miller
Rustin Nethercott
Spencer Reynolds
Andrew Root
Rhiannon Rosamilia

Jakob Schenker
Jeremy Schildkamp
Raymond Stebbins
Kane Tobin
Amelia Traynor
Ben Vaughan
Jake Webber
CJ Wiltshire
Alison Witschonke
Mindy Yeung
Milan Zhong



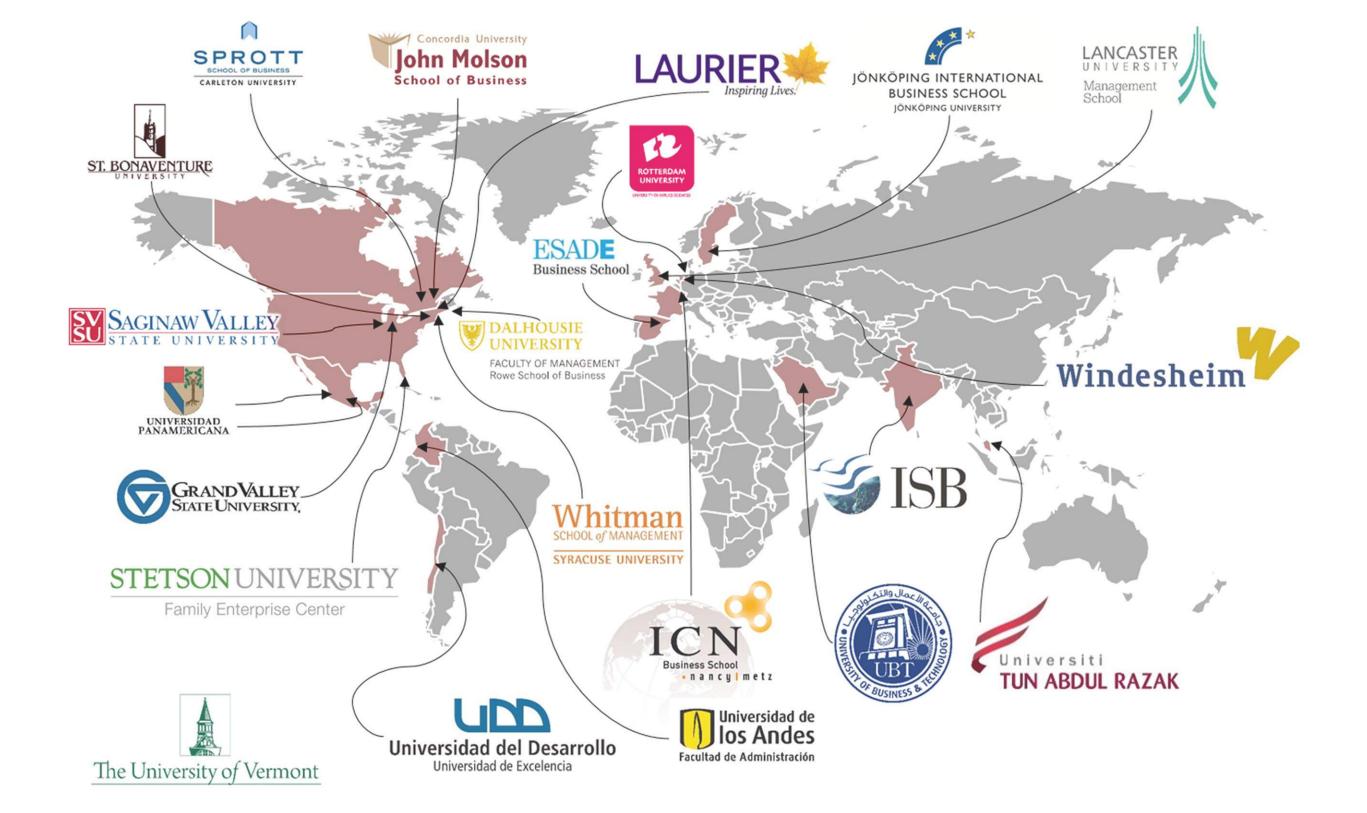
#### PICTURED ABOVE, FROM LEFT:

Rocki-Lee DeWitt, Linda Kruger, Kimberly O'Brien, Pramodita Sharma, Thomas Chittenden

"Thanks for everything you and your team do to make this such a great event! For the second year in row this competition has been a great success. It is extremely well organized and runs like a clock. The quality of teams in the competition is excellent. My students enjoyed socializing with students from around the world. We all learned a lot and had a lot of fun doing so. Our goal was to learn and have fun and we achieved these goals and more. I hope to see you next year."

Joseph Horak, Grand Valley State University, USA

2014 ACCLAIM



## UNDERGRADUATE





### CARELETON UNIVERSITY, CANADA

SPROTT SCHOOL OF BUSINESS

COACH: Danielle Walsh

TEAM MEMBERS:

Richard Coffin, Lena Elchamaa,

Laura O'Reilly

## CONCORDIA UNIVERSITY, CANADA

JOHN MOLSON SCHOOL OF BUSINESS

COACH: Mark Haber

TEAM MEMBERS:

Zachary Campbell, Gregory Rocha,

Matthew D'Arienzo





#### DALHOUSIE UNIVERSITY, CANADA

ROWE SCHOOL OF BUSINESS

COACH: Robert Blunden

TEAM MEMBERS:

Charcy Britten-Boudreau,

Anna Baranowski, Andrew Faircloth

#### ROTTERDAM UNIVERSITY, NETHERLANDS

UNIVERSITY OF APPLIED SCIENCES

COACH: Gerard van der Star

TEAM MEMBERS:

Nicolas Rémy Dovianus, Daniel Kelly,

Tim Bouterse

## UNDERGRADUATE





GRAND VALLEY STATE UNIVERSITY, US

SEIDMAN COLLEGE OF BUSINESS

COACH: Joseph Horak

TEAM MEMBERS:

Jennifer Robeck, Jose Rigueiro,

Melissa Johnson

ST. BONAVENTURE UNIVERSITY, US

COACH: Carol Wittmeyer

TEAM MEMBERS:

Benjamin Marcus, Vikas Kotha,

James Rynone

# **STETSON UNIVERSITY**

Family Enterprise Center



SYRACUSE UNIVERSITY

#### STETSON UNIVERSITY, US

**FAMILY ENTERPRISE CENTER** 

COACH: Frank Barbera

TEAM MEMBERS:

Ken DeMoya, Claire Song,

Emma Clark

#### SYRACUSE UNIVERSITY, US

WHITMAN SCHOOL OF MANAGEMENT

COACH: Ken Walsleben

TEAM MEMBERS:

Kameron Kang, Brittany Rall,

Aylin Alkan

# UNDERGRADUATE





UNIVERSIDAD DE LOS ANDES, COLOMBIA
FACULTAD DE ADMINISTRACIÓN

COACH: Luis Diaz-Matajira

TEAM MEMBERS:

Diego Jacobo Ramirez Castillo, Giuseppe Abbrescia, Gabriel Moya UNIVERSIDAD DEL DESARROLLO, CHILE

COACH: Maria Ignacia Jimenez

TEAM MEMBERS:

Cristóbal Berstein, Tomas Mualim,

Rafael Donetch





WINDESHEIM UNIVERSITY, NETHERLANDS

SAGINAW VALLEY STATE UNIVERSITY, US

COACH: Mira Bloemen-Bekx

TEAM MEMBERS:

Niels den Broeder, Kevin Visser,

Maarten Jonkers

COACH: Izabela Szymanska

TEAM MEMBERS:

Michelle Salmine, Natoshia Lunney,

Samantha Cormier

## UNDERGRADUATE





# UNIVERSIDAD PANAMERICANA, MEXICO

AGUASCALIENTES

COACH: Maria Galarza-Heras

TEAM MEMBERS:

Amando Medrano Castillo, Mariela Pérez Nieto, Fernanda Dorantes Hernandez UNIVERSIDAD PANAMERICANA, MEXICO
GUADALAJARA

COACH: Luis Jimenez

TEAM MEMBERS:

Maria Jose Virues Holtschmit, Pacelli Pérez Lira,

Jorge Ignacio Orozco Diaz





#### WILFRID LAURIER UNIVERSITY, CANADA

COACH: John Young

TEAM MEMBERS:

Vijay Jeevathilagan, Andreea Fatu,

Anna Buchner

#### UNIVERSITY OF VERMONT, US

SCHOOL OF USINESS ADMINISTRATION

COACH: David Mount

TEAM MEMBERS:

Harrison Detwiler, Eric Stadlin,

Mallory Duncan

#### GRADUATE





#### **ESADE BUSINESS SCHOOL, SPAIN**

COACH: Alberto Gimeno

TEAM MEMBERS:

Blanca Sofia Calvert Martinez, Hashim Larry, Carlos Lopez

#### INDIAN SCHOOL OF BUSINESS, INDIA

COACH: Subramonia Sarma

TEAM MEMBERS:

Deepesh Ansani, Abhishek Goyal,

Sandeep Reddy



# JÖNKÖPING INTERNATIONAL BUSINESS SCHOOL

JÖNKÖPING UNIVERSITY



#### JÖNKÖPING UNIVERSITY, SWEDEN

JÖNKÖPING INTERNATIONAL BUSINESS SCHOOL

COACH: Massimo Baù

TEAM MEMBERS:

Anna Maria Bornhausen, Joakim Ericson, Steffen Kohler

#### LANCASTER UNIVERSITY, ENGLAND

MANAGEMENT SCHOOL

COACH: Josip Kotlar

TEAM MEMBERS:

Roselyn Dien, Dubey Juhee,

Lin Mu-Chen

#### GRADUATE





#### UNIVERSITI TUN ABDUL RAZAK, MALAYSIA

TEAM MEMBERS:

Nurnamia Zainuddin, Sui Yee Sim, Intan Nabila Anuar

COACH: Leilanie Mohd Nor

COACH: Anas AlGhamri

TEAM MEMBERS:

Trad Basonbul, Hattan Bahabri,

UNIVERSITY OF BUSINESS AND

TECHNOLOGY, SAUDIA ARABIA

Wael Alyamani





#### ICN BUSINESS SCHOOL, FRANCE

COACH: Mahamadou Biga-Diambeidou

TEAM MEMBERS:

Déborah Trouilhet, Laure Babeau, Amélie Michelin UNIVERSITY OF VERMONT, US

SCHOOL OF BUSINESS ADMINISTRATION

COACH: Anne Doremus

TEAM MEMBERS:

Bill Hennessy, Tom Orner,

Brian Slevin



#### PLATINUM SPONSORS



CHUCK TAUCK worked for Tauck Tours through 1996 as a tour director, call center manager and finally operations manager. After graduating from the Cornell Hotel School graduate program, he joined a small group of people who were transforming an abandoned lakeside dairy farm into a winery. Today, Sheldrake Point Winery has 44 acres of vinifera grapes, produces 8000 cases of wine annually, hosts 40,000 visitors each year and is

recognized as one of the top wineries in the Finger Lakes. Mr. Tauck graduated from the University of Vermont in 1976 with a degree of Bachelors of Science in Business Administration.



ROBIN TAUCK is a third-generation owner and former president and CEO of Tauck World Discovery, a Connecticut-based 85-year-old luxury travel company servicing luxury travel to 80 countries and seven continents, a \$400 million business. She is currently an industry advocate for economic development through global tourism, engaging and authentic cultural experiences, and the development of public-private partnerships in sustainable tourism and heritage

protection. A member of the CEO list of 100 on the World Travel & Tourism Council, Ms. Tauck serves on the Environmental Strategy Committee and is active in the 2020 Tourism for Tomorrow strategic initiative. She is a graduate of the University of Cambridge Sustainability Leadership Program (2006), the Stanford University Executive Business program (1999) and the University of Vermont in 1978 with a degree of Bachelors of Science in Business Administration which honored her with the "Legacy of Leadership" Award in 2000 in New York City.



STEPHEN IFSHIN is the chairman of DLC
Management Corporation, which he co-founded in
1991 with his son Adam. Mr. Ifshin oversees the
operations side of DLC's business, including tenant
leasing; all property, asset and construction
management activities; and the firm's regional offices in
Atlanta, Baltimore, and Chicago. DLC Management
Corporation was the recipient of the 2012 UVM
Family Business Award 1st Gen: UVM founder-led

firms with multiple family members in ownership or operations. Mr. Ifshin received a BA from the University of Vermont and currently serves as a co-chairman of the Board of Advisors at the School of Business Administration and a member of the University of Vermont Foundation's Board of Directors. He is the chairman of the Board of Trustees of the radio station WBGO 88.3 a Jazz station out of Newark, New Jersey.



JIM KELLER is the president of Green Mountain
Business Consultants, a consulting business solving a
diversity of issues for International enterprises. He is also
Chairman of the Board of the Newark Group, a recycled
board and converting company based in Newark New
Jersey. Mr. Keller received a Bachelor of Science from the
University of Vermont. He received his Masters of
Business Administration from Dartmouth College, Mr.

Keller is currently a co-chairman of the Board of Advisors at the School of Business Administration and a member of the University of Vermont Foundation Board of Directors.



DR. ABDULLAH DALHAN'S early education was at King Abdul-Aziz University. His postgraduate qualifications are from Pepperdine University, Los Angeles and Cvairo University, Egypt, where he earned his MA and PhD in business and economics respectively. Dr. Dahlan worked for the Jeddah Chamber of Commerce & Industry (JCCI) as the Secretary General for 18 years and was elected as a JCCI board member. He

also served as a member of the Saudi Shura Council (Parliament), and a board member of the International Training Center in Turin, the training arm of the United Nations. Dr. Dahlan is the founder as well as Chairman of the Board of Trustees of the University of Business & Technology (UBT), the largest private University in Saudi Arabia. A successful entrepreneur, Dr Dahlan is the co-founder of several petrochemical and real-estate companies operating in Saudi Arabia and abroad. Dr. Dahlan has recently founded international schools and a consultancy centre for education development operating in Jeddah.

FAMILY BUSINESSES INCUBATE NEW BUSINESSES, CREATE AND SUSTAIN JOBS. 80% OF NEW VENTURES ARE LAUNCHED WITH SIGNIFICANT FAMILY INVOLVEMENT AND CONTROL.

#### GOLD SPONSOR



GALLAGHAR, FLYNN & COMPANY, LLP is the largest independent CPA and business consulting firm in Vermont and one of the largest in Northern New England with offices in South Burlington, Vermont and Hanover, New Hampshire. GFC has over 70 full-time employees, including approximately 55 professionals from partner through staff levels - many have global and national accounting firm backgrounds. Our work is primarily with privately held companies with varied ownership structures, ranging in size from entrepreneurial start-up businesses to organizations with revenues in excess of \$300 million.

#### SILVER SPONSORS



**BUSINESS FAMILIES FOUNDATION** 





#### GREEN MOUNTAIN SPONSORS



















#### MEDIA SPONSOR





# FECC SCHEDULE OF EVENTS

CASE PREPARATIONS & PRESENTATIONS

COACHES MEETINGS

MEALS/RECEPTIONS

TRANSPORTATION

## WEDNESDAY, JANUARY 7

9:00 AM - 12:00 PM	•	Breakfast & Registration	Mezzanine level/ Burlington Room
10:30 AM - 11:00 AM	•	Coaches Meeting	Lake Champlain B
12:00 PM - 1:30 PM	•	Opening Luncheon	Green Mountain Ballroom
2:00 PM - 5:00 PM	•	Case #1: Team Presentations	See Competition Schedule
Immediately After Presentations	•	Team Photos	Hilton Lobby - Fireplace
6:00 PM - 9:00 PM	*	Opening Reception	Green Mountain Ballroom
8:30 PM - 9:00 PM		Coaches Meeting	Seasons on the Lake Room



# THURSDAY, JANUARY 8

6:30 AM - 9:00 AM	Breakfast	Green Mountain Ballroom
7:00 AM - 4:00 PM	Transportation to and from UVM Campus	Hilton lobby - Kalkin lobby
8:00 AM - 3:30 PM •	Case #2: Team Preparations and Presentations	See Competition Schedule
10:45 AM - 2:00 PM	Food Available for Teams	Kalkin Lobby
6:00 PM - 6:30 PM	Buses to Spare Time Bowling (from Hilton Lobby)	Hilton - Spare Time
7:00 PM - 11:00 PM	Dinner, Bowling, Laser Tag & Fun Times	Spare Time Bowling, Colchester, VT
8:00 PM - 8:30 PM	Coaches Meeting	Spare Time

DRESS CODE: 

BUSINESS PROFESSIONAL

# FECC SCHEDULE OF EVENTS

# FRIDAY, JANUARY 9

6:30 AM - 9:00 AM	Breakfast	Green Mountain Ballroom
7:00 AM - 7:00 PM	Transportation to and from UVM Campus	Hilton lobby - Kalkin lobby
8:00 AM - 3:30 PM •	Case #3: Team Preparations and Presentations	See Competition Schedule
10:45 AM - 2:00 PM	Food Available for Teams	Kalkin Lobby
3:30 PM - 4:30 PM	Optional UVM Campus Tour	See Ambassador
4:30 PM- 6:30 PM ◆	Division Finalists Announcement and Reception with Judges	Billings North Lounge (UVM Campus)
6:00 PM - 6:45 PM	Transportation to Hilton from Billings North Lounge	Billings- Hilton
6:30 PM - 7:00 PM	Coaches Meeting	Billings North Lounge

DRESS CODE: • BUSINESS PROFESSIONAL

"Thank you so very much for an unforgettable experience! Every single day brought a new adventure and we are looking forward to supporting the FECC in the future."

Ramia Marielle El Agamy, Editor-In-Chief, Tharawat Magazine

# FECC SCHEDULE OF EVENTS

# SATURDAY, JANUARY 10

9:00 AM - 11:00 AM	Brunch	Lake Champlian AB
8:00 AM - 2:30 PM	Division Finalist Case Preparations	See Competition Schedule
11:15AM - 4:15 PM	Division Finalist Presentations	Green Mountain Ballroom
5:30 PM - 7:00 PM •	Networking & Cocktails	Outside of Adirondack
7:00 PM - 10:30 PM	Closing Banquet	Adirondack Ballroom

DRESS CODE:

♦ BUSINESS PROFESSIONAL



DIVISION ST	DIVISION STRUCTURE				Undergraduate			Graduate	
	Preparation Time	Presentation Start Time	KELLER Division 1	IFSHIN Division 2	DAHLAN Division 3	GFC* Division 4	R. TAUCK Division 5	C. TAUCK Division 6	
	Time	2:00 PM	1A	2A	3A	4A	5A	6A	
Case #1: Pre-Arrival Case Wednesday		2:45 PM	1B	2B	3B	4A 4B	5B	6B	
@Hilton		3:30 PM 4:15 PM	1C 1D	2C 2D	3C 3D	4C 4D	5C 5D	6C 6D	
,	8:00-12:00 PM	12:15 PM	1D	2D	3D	4D	5D	6D	
Case #2: 4 Hour Controlled	8:45-12:45 PM	1:00 PM	1C	2C	3C	4C	5C	6C	
Thursday	9:30-1:30 PM	1:45 PM	1B	2B	3B	4B	5B	6B	
@UVM – Kalkin Hall	10:15-2:15 PM	2:30 PM	1A	2A	3A	4A	5A	6A	
S #2. 4.11 Stll1	8:00-12:00 PM	12:15 PM	1C	2C	3C	4C	5C	6C	
Case #3: 4 Hour Controlled	8:45-12:45 PM	1:00 PM	1A	2A	3A	4A	5A	6A	
Friday	9:30-1:30 PM	1:45 PM	1D	2D	3D	4D	5D	6D	
@UVM – Kalkin Hall	10:15-2:15 PM	2:30 PM	1B	2B	3B	4B	5B	6B	
Case #4: Finalist Round  3 Hour Controlled  Saturday  @Hilton	8:00–11:00 AM 8:45-11:45 AM 9:30-12:30 PM 10:15-1:15 PM	11:15 AM 12:00 PM 12:45 PM 1:30 PM		Div. 2 Div. 3	L Finalist 2 Finalist 3 Finalist 4 Finalist				
	11:15-2:15 PM 12:00-3:00 PM	2:30 PM 3:15 PM					100000000000000000000000000000000000000	Finalist Finalist	

<sup>\*</sup> Gallagher Flynn & Company

"It was a great experience in Vermont, and the organization was just superb. Easily one of the most professional events I've been to among the 200+ events I have attended in the academic arena."

Mattias Nordqvist, Coach, Jönköping International Business School, Sweden

# DIVISION & TEAM ASSIGNMENTS

For your immediate reference, record the university asignments for each division during the random selectin process at the opening event.

UNDERGRADUATE LEAGUE	Jim KELLER Division 1	Team 1A Team 1B Team 1C Team 1D	
	Steve IFSHIN Division 2	Team 2A Team 2B Team 2C Team 2D	
NDERGRADU	Dr. Abdullah  DAHLAN  Division 3	Team 3A Team 3B Team 3C Team 3D	
5	GFC* Division 4	Team 4A Team 4B Team 4C Team 4D	
E LEAGUE	Robin TAUCK Division 5	Team 5A Team 5B Team 5C Team 5D	
GRADUATE LEAGUE	Chuck TAUCK Division 6	Team 6A Team 6B Team 6C Team 6D	

## WEDNESDAY

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				\$
_		Team	Time	Location
		1A	2:00 - 2:40 PM	20.00
l	Jim	1B	2:45 - 3:25 PM	Adirondack
	<b>Keller</b> - Division 1	1C	3:30 - 4:10 PM	Α
l		1D	4:15 - 4:55 PM	
16		2A	2:00 - 2:40 PM	
agı	Steve	2B	2:45 - 3:25 PM	Adirondack
7	<b>Ifshin -</b> Division 2	2C	3:30 - 4:10 PM	BC
Undergraduate League		2D	4:15 - 4:55 PM	
adı	Dr. Abdullah	3A	2:00 - 2:40 PM	
rgr		3B	2:45 - 3:25 PM	Adirondack
ppu	<b>Dahlan -</b> Division 3		3:30 - 4:10 PM	D
2	1 1 1	3D	4:15 - 4:55 PM	
l	1 1 1 1	4A	2:00 - 2:40 PM	5
	GFC* - Division 4	4B	2:45 - 3:25 PM	Montpelier
	GFC* - DIVISION 4	4C	3:30 - 4:10 PM	Α
		4D	4:15 - 4:55 PM	
		5A	2:00 - 2:40 PM	
ər	Robin Tauck	5B	2:45 - 3:25 PM	Lake Champlain
agı	Division 5	5C	3:30 - 4:10 PM	Α
e Le	טועואוטן	5D	4:15 - 4:55 PM	
Graduate League		6A	2:00 - 2:40 PM	
adı	Chuck Tauck	6B	2:45 - 3:25 PM	Lake Champlain
9	Division 6	6C	3:30 - 4:10 PM	В
	DIVISION	6D	4:15 - 4:55 PM	

<sup>\*</sup> Gallagher Flynn & Company

# THURSDAY

			Preparation in Kalkin Hall		Presentation	
		Team	Time	Location	Time	Location
		1D	8:00 - 12:00 PM	001	12:15 - 12:55 PM	
	Jim	1C	8:45 - 12:45 PM	205	1:00 - 1:40 PM	Kalkin
	<b>Keller</b> - Division 1	1B	9:30 - 1:30 PM	100	1:45 - 2:25 PM	001
		1A	10:15 - 2:15 PM	319	2:30 - 3:10 PM	
al le		2D	8:00 - 12:00 PM	002	12:15 - 12:55 PM	
onder draudie Leugue	reve	2C	8:45 - 12:45 PM	213A	1:00 - 1:40 PM	Kalkin
77	<b>Ifshin -</b> Division 2	2B	9:30 - 1:30 PM	304	1:45 - 2:25 PM	002
22		2A	10:15 - 2:15 PM	320	2:30 - 3:10 PM	
2	Dr. Abdullah	3D	8:00 - 12:00 PM	003	12:15 - 12:55 PM	
'n	120 120 Vi	3C	8:45 - 12:45 PM	234	1:00 - 1:40 PM	Kalkin
2	<b>Dahlan -</b> Division 3	3B	9:30 - 1:30 PM	317	1:45 - 2:25 PM	003
5		3A	10:15 - 2:15 PM	327	2:30 - 3:10 PM	
		4D	8:00 - 12:00 PM	004	12:15 - 12:55 PM	
	CEC* Division 1	4C	8:45 - 12:45 PM	218A	1:00 - 1:40 PM	Kalkin
	<b>GFC* -</b> Division 4	4B	9:30 - 1:30 PM	306	1:45 - 2:25 PM	004
		4A	10:15 - 2:15 PM	332	2:30 - 3:10 PM	
		5D	8:00 - 12:00 PM	110	12:15 - 12:55 PM	
,	Robin Tauck	5C	8:45 - 12:45 PM	218B	1:00 - 1:40 PM	Kalkin
200	Division 5	5B	9:30 - 1:30 PM	309	1:45 - 2:25 PM	110
1	DIVISION 3	5A	10:15 - 2:15 PM	322	2:30 - 3:10 PM	
חמממור דרממה		6D	8:00 - 12:00 PM	325	12:15 - 12:55 PM	
Š	Chuck Tauck	6C	8:45 - 12:45 PM	219	1:00 - 1:40 PM	Kalkin
5	Division 6	6B	9:30 - 1:30 PM	315	1:45 - 2:25 PM	325
	DIVISION	6A	10:15 - 2:15 PM	336	2:30 - 3:10 PM	

<sup>\*</sup> Gallagher Flynn & Company



-	DI	10	A	11
-	K I		A	Y

U	71		Preparation in Kalkin Hall		Presentat	Presentation	
		Team	Time	Location	Time	Location	
		1C	8:00 - 12:00 PM	001	12:15 - 12:55 PM		
	Jim	1A	8:45 - 12:45 PM	205	1:00 - 1:40 PM	Kalkin	
	<b>Celler</b> - Division 1	1D	9:30 - 1:30 PM	100	1:45 - 2:25 PM	001	
		1B	10:15 - 2:15 PM	319	2:30 - 3:10 PM		
ar	See	2C	8:00 - 12:00 PM	002	12:15 - 12:55 PM		
Undergraduate League	Steve	2A	8:45 - 12:45 PM	213A	1:00 - 1:40 PM	Kalkin	
37 c	<b>Ifshin -</b> Division 2	2D	9:30 - 1:30 PM	304	1:45 - 2:25 PM	002	
ıate		2B	10:15 - 2:15 PM	320	2:30 - 3:10 PM		
agr	Dr. Abdullah	3C	8:00 - 12:00 PM	003	12:15 - 12:55 PM		
rgr		3A	8:45 - 12:45 PM	234	1:00 - 1:40 PM	Kalkin	
nae	Dahlan - Division 3	3D	9:30 - 1:30 PM	317	1:45 - 2:25 PM	003	
5		3B	10:15 - 2:15 PM	327	2:30 - 3:10 PM		
		4C	8:00 - 12:00 PM	004	12:15 - 12:55 PM		
	CEC* Division 4	4A	8:45 - 12:45 PM	218A	1:00 - 1:40 PM	Kalkin	
	GFC* - Division 4	4D	9:30 - 1:30 PM	306	1:45 - 2:25 PM	004	
		4B	10:15 - 2:15 PM	332	2:30 - 3:10 PM		
		5C	8:00 - 12:00 PM	110	12:15 - 12:55 PM		
a	Robin Tauck	5A	8:45 - 12:45 PM	218B	1:00 - 1:40 PM	Kalkin	
agr	Division 5	5D	9:30 - 1:30 PM	309	1:45 - 2:25 PM	110	
27 :	DIVISION 3	5B	10:15 - 2:15 PM	322	2:30 - 3:10 PM		
late		6C	8:00 - 12:00 PM	325	12:15 - 12:55 PM		
огааиате League	Chuck Tauck	6A	8:45 - 12:45 PM	219	1:00 - 1:40 PM	Kalkin	
5	Division 6	6D	9:30 - 1:30 PM	315	1:45 - 2:25 PM	325	
	Division 6	6B	10:15 - 2:15 PM	336	2:30 - 3:10 PM		

<sup>\*</sup> Gallagher Flynn & Company

"Personally, I was blown away by the competition, from the team of volunteers, to the competitors and of course the organizing committee. The level of dedication needed to pull an event of this magnitude off is enormous and you have done an excellent job. We are so very grateful that we can contribute to the success of this inaugural competition."

Thomas Clark, Business Families Foundation, Canada, event sponsor

## SATURDAY

			Prepara	ation	Presen	tation
			Time	Location	Time	Location
te	James Keller	Division 1 Finalist	8:00 - 11:00 AM	Montpelier A	11:15 - 11:55 AM	ľ
adna	Steve Ifshin Division 2 Finalist		8:45 - 11:45 AM	Montpelier C	12:00 - 12:40 PM	Green Mountain
Undergraduate	Dr. Abdullah Dahlan	Division 3 Finalist	9:30 - 12:30 PM	Adirondack A	12:45 - 1:25 PM	ABC
5	GFC*	Division 4 Finalist	10:15 - 1:15 PM	Adirondack BC	1:30 - 2:10 PM	
uate	Robin Tauck	Division 5 Finalist	11:15 - 2:15 PM	Adirondack D	2:30 - 2:55 PM	Green Mountain
Graduate	Chuck Tauck	Division 6 Finalist	12:00 - 3:00 PM	Burlington Conf.	3:15 - 3:40 PM	ABC

<sup>\*</sup>Gallagher Flynn & Company





## University of Vermont School of Business Administration

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