SAINT MICHAEL'S COLLEGE
One Winooski Park
Colchester, Vermont 05439
www.smcvt.edu

Saint Michael's College

ENTERPRISE PLAN COMPETITION

April 29, 2009
McCarthy Arts Center
1:00 p.m.-5:00 p.m.

Sponsored by
Peter R. Worrell '79, H'06
Dr. Kareen Kendrick Worrell '77

The Enterprise Plan Competition

The Enterprise Plan Competition began in 2000 with the support of alumnus and Saint Michael's College Trustee, Peter Worrell '79, H'06, and his wife, Kareen Kendrick Worrell '77. This annual Competition challenges Saint Michael's undergraduates to develop and market sustainable business plans to a panel of business leaders serving as competition judges. Individuals and teams of students compete for the cash prize awarded to the winner.

Special thanks to the following first round readers from the Department of Business Administration and Accounting.

John Ambrose
William Anderson
Birger Benson
Steven Doyon
Dick Kuklis
Robert Letovsky
Melinda Micheletto
Tamara Mullarky
Paul Olsen
Karen Popovich
Joanne Scott
Dennis Voigt
Norman Walker

Special thanks to the following people:

Rick Leggett—Media Services
Steve Baietti—Sodexho

Michael Seaver joined Chittenden Bank in 1981 after graduating from Saint Michael's College with a B.S. in Business Administration. Michael's 28-year career with Chittenden began as a teller and in the ensuing years he has held a variety of positions within Commercial Banking, eventually serving as Division Manager-Commercial Banking and Senior Lending Officer. Michael was elected President and CEO of Chittenden Bank in January 2008.

Michael is Vice Chair of The Lake Champlain Chamber of Commerce and serves as a member of its Executive Committee and Vice Chair of its Regional Affairs Committee. He also serves on the board of Mayo Healthcare, Inc., of Northfield, Vermont and has been actively involved with the Burlington Public Schools for sixteen years currently serving as Treasurer of the High School's Booster Club.

Entry Presentations:

1:00 p.m.

Chittenden Groceries Express

Mariah Dukeshire
Meghan Louf
Matthew Mascelli

1:40 p.m.

Grateful Compost

Brendan Clark
Cinzia Coppola
Mallory Norton

2:10 p.m.

Joie de Vivre

Kimberly Davis
Lindsey Levesque

2:50 p.m.

Area Transport

Artie Dionisio
Alexander Hill
Eric Mitchell
Michael Sugrue

3:30 p.m.

Green Scale Services

Timothy Bednar
Molly Dever
Jonathan Downy
Anastasia Konopka
Melanie Randle

Judges for Finals:

Jerry Ford is the chief executive officer at Marathon Health and is responsible for overall business performance, corporate culture, and customer care. Jerry brings to Marathon Health an extensive senior management background in healthcare information technology, process improvement, and customer experience management. Most recently, Jerry was CEO and president of an Accel-KKR owned company (Systems & Software), where he guided the senior leadership team to apply operational efficiencies and core values that led to improved customer satisfaction and overall business performance. Prior to Systems & Software, Jerry spent 15 years at IDX Systems Corporation where he served as vice president of operations responsible for more than 300 large complex healthcare delivery system customers. A certified Green Belt, Jerry believes in the appropriate and relevant application of Six Sigma and Lean Methodologies to achieve continual process improvement.

Richard L. Kalich has been the President and CEO of Vermed, a medical device manufacturer since 1999. During his tenure at Vermed, he was also President and CEO of Angiolaz and Naturopatch, two start-up companies. Between 1993 and 1999 he was President and CEO of Imtec, Inc. (NASDAQ listed), and prior to that he held progressively responsible management positions with Matthews International, Inc. (NYSE listed) ultimately becoming a Division Manager.

Richard holds a Bachelor's degree in Economics from Penn State University and a Masters degree in Management from Michigan State University. He also serves as a member of the Board of Directors of Burgon Tool Steel Company, Inc. in Portsmouth, New Hampshire.

Emily Kaminsky is Director of Community Capital of Vermont, a nonprofit loan fund providing financing and post-loan assistance to Vermont's small businesses. She was hired in 2000 as the first funds loan officer, promoted in 2001 to Fund Manager and in 2007 to Director. Emily has grown Community Capital of Vermont to a statewide loan fund with nearly $3 million in assets, a 500% increase since her arrival. She was previously employed at Counterpart International, a nonprofit economic development agency in the former Soviet Union. She holds a Master's in Community Economic Development from Southern New Hampshire University. Emily was the Winner of the SBA's 2005 Financial Services Advocate Award for Vermont and New England Region One.

James O'Brien, LSP, a 1987 Saint Michael's biology and environmental sciences graduate, is Co-founder and Managing Partner of Vertex Engineering Services, Inc., and President of Vertex Environmental Services. Vertex, headquartered in Weymouth, MA, is an international consulting engineering company specializing in environmental and construction projects. The company's revenues exceed $30 million annually.

Jim has managed thousands of environmental site assessments and remediation/redevelopment projects for some of the largest financial institutions in the world. These projects have been completed on industrial, commercial and residential properties located throughout the United States, Latin America, Asia, and Europe.

In 2004, Jim founded Consolidated Packaging Corporation (CPC), a contract packaging and packaging materials sales/distribution company. He is also a partner in WWJJ Realty Trust (commercial real estate holdings) and Tamara Handbags (a handbag design and sales company). As well, Jim serves as treasurer to the Sandwich 100 Club, a nonprofit organization that supports Sandwich High School.