The Kenneth A. Freirich Business Plan Competition - Information for Competitors

Final Round - April 11, 2014

The final round presentations are on Friday, April 11, 2014 at 2:00pm in the Payne Room at the Tang Museum

- You are required to arrive by 12noon to upload your presentation.
- Presentations may be up to 7 minutes in length; a 5 minutes Question and Answer session will immediately follow.
    - Timing will be strictly kept; you will be shown a yellow paper when you have 1 minute left, a red paper when you have 15 seconds left indicating you should wrap up your presentation and you will be told "thank you" at the 7 minute mark indicating that you should stop your presentation.
- You will have the opportunity to do a dry run of your presentation on Wednesday, April 9th, between 5:30pm and 7:30pm. A sign-up sheet will be on the Coordinator's office door (PMH 250).

Revised business plans are due by Wednesday, April 2nd.

- Business plans may be up to 10 pages in length plus up to 5 pages of financials and appendices.
- Plans should include financial data including a monthly income statement, balance sheet, and projected cash-flow statement for at least two years.
- Each business plan should include:
    - Executive Summary
    - Company Overview
    - Products or Services
    - Market Overview/Competition
    - Sales and Marketing Strategy
    - Operations Overview with Milestones
    - Management Team
    - Summary - Financials
    - Use of Proceeds
    - Potential Exit Strategies

You must submit 10 hard copies of your plan to the Management and Business office (PMH 208A) office by 4:30pm on April 2nd. Put them in an envelope and leave them in the box labeled Business Plan Competition.

If you have any questions or any issues arise regarding your participation in the Business Plan Competition, please contact the Coordinator, Professor Paula Tancredi Penman (office: PMH 250, phone: 518-580-5152, email: ptancred@skidmore.edu).

Contact

Questions and submissions should be directed to **Professor Paula Tancredi Penman**.

Please note: The cash awards in these competitions are not wages from the College and there will be no withholdings for any required tax payments. Students receiving awards will receive an IRS Form 1099 early in the following calendar year for the payments indicating the amount of the payment. A copy of the IRS Form 1099 is sent to the IRS. Please plan for a tax liability accordingly. If you receive financial aid, please be aware also that there may be implications for the need-based portion of your award in a subsequent year.