Special “thank you” to the Darden Restaurants Foundation for their kind and generous support of our future hospitality leaders and entrepreneurs.

Business Plan Competition Judges:

Mr. Kenneth Anderson
Director of Entrepreneurial and Small Business
delaware Economic Development Office

Professor Ron Cole
Hotel, Restaurant and Institutional Management
University of Delaware

Dr. Caroline Glackin
Assistant Vice President for Development
Delaware State University

Mr. Clinton Tymes
Director
Small Business Development Center

Participating Universities:

Cheyney University
Delaware State University
Howard University
Lincoln University
Morgan State University
University of Delaware
University of Maryland Eastern Shore
Virginia State University

Hotel, Restaurant and Institutional Management
University of Delaware
14 W. Main Street—Raub Hall
Newark, DE 19716
About the Speakers....

Neil H. Shah
President and Chief Operating Officer of Hersha Hospitality Trust

Neil H. Shah is President and Chief Operating Officer of Hersha Hospitality Trust. Shah leads Hersha’s active hotel acquisitions and development program. Prior to joining Hersha in 2000, Neil served as a Director and Consultant with The Advisory Board Company and the Corporate Executive Board, strategy consulting firms based in Washington, D.C. Neil has also worked with the Philips Foundation contributing to urban renewal projects in New York City.

At Hersha, Neil leads the firm’s active hotel acquisitions and development program. Across the last five years, he has led the acquisition of over $1 billion in hotel real estate and over 50 hotels. Neil is also principally involved in the ground-up development of a collection of independent, neighborhood-oriented hotels in major cities.

Neil earned a Bachelor of Arts in Political Science and a Bachelor of Science in Management both with honors from the University of Pennsylvania and the Wharton School. He earned his MBA from the Harvard Business School.

Shah is on the Board of Directors for Hyperion-Bank and is an active member of the Asia Society, the Wharton Real Estate Center, and the Urban Land Institute.

Mr. Clinton Tymes
State Director, Delaware Small Business Development Center

Clinton Tymes is the State Director of the Delaware Small Business Development Center (DSBDC), headquartered at the University of Delaware. He has served in this capacity since 1994. He is responsible for the long range planning and program development for the statewide network that consists of service center locations that are affiliated with Delaware State University in Dover and the University of Delaware in Georgetown, Newark, and Wilmington. He served as Training Coordinator for the DSBDC from 1989 to 1994.

Prior to coming to the University of Delaware, he owned and operated his own office equipment business and worked for 12 years in a variety of marketing support and financial positions in the manufacturing sector. He has served on numerous boards including: President of the Delaware Quality Consortium, the Small Business and Agricultural Council for the Philadelphia Federal Reserve Bank, Chairman of the Board of the National Association of Small Business Development Centers, the Christians Care Advisory Board, the Greater Brandywine Village Revitalization, Inc, the Advisory Board of the First State Community Loan Fund, Caesar Achievement, the Delaware Council on Economic Education, the Beer-Glogele YMCA, and the Delaware Money School. He received his B.A and M.B.A degrees from Wilmington College.

Chipman Flowers, Jr., Esq., President & Managing Member
The Flowers Counsel Group, LLC

Mr. Chipman Flowers, Jr., Esq., is the founder of The Flowers Counsel Group, LLC, a noted corporate and mergers & acquisitions attorney, who serves as the firm’s President and Managing Member. Mr. Flowers, the recipient of numerous awards, is a distinguished member of the Delaware bar and holds a variety of leadership positions.

Prior to founding The Flowers Counsel Group, Mr. Flowers worked as a Mergers & Acquisitions attorney for Skadden, Arps, Slate, Meagher & Flom, LLP, one of the world’s largest corporate law firms (“Skadden Arps”), during his tenure at Skadden Arps, Mr. Flowers played a leading role in numerous corporate and procurement transactions valued in excess of $3 billion.

Mr. Flowers joined the Office of General Counsel of Harvard University as a corporate contract attorney in 2006. Representing Harvard’s OGC, Mr. Flowers served as lead counsel for the university in variety of legal areas, including corporate, procurement and construction matters. Today, Mr. Flowers serves as lead attorney representing various divisions of the university on numerous multi-million dollar corporate procurement acquisitions. Furthermore, under the direction of Mr. Flowers, the firm serves as lead counsel for Harvard University’s Procurement Management Division.

In addition to Harvard, Mr. Flowers’ clients include many Global and Fortune 500 companies such as ING Bank, FSB, Barclays Bank, AstraZeneca Pharmaceuticals, L.P., Exelon Corporation, Buck/Perkin Group, and DuPont.
Mr. Flowers received his Juris Doctor and Masters of Business Administration from Georgetown University in Washington, D.C. and his Master of Public Administration from Harvard University’s John F. Kennedy School of Government in Cambridge, MA. Mr. Flowers earned his Bachelor of Arts in Economics from the University of Pennsylvania in Philadelphia, PA.

Coach Darrell Andrews, Founder and President

Darrell Andrews Enterprises, Inc.

Darrell “Coach D” Andrews is the founder and president of Darrell Andrews Enterprises, a motivational speaking, training and coaching firm located in the State of Delaware. He is known worldwide as America’s Passion Coach. Coach D is the author of the nationally recognized book, How To Fuel Your Passion And Make A Living At It, Believing the HYPE: 7 Keys To Motivating Students of Color and The Purpose Living Teen-A-Tome Guide To Living Your Dreams. Coach D is a regular speaker and trainer at conferences and events nationally and internationally. Darrell knows personally about overcoming challenges, disappointments and setbacks. As the son of a high school dropout and a single mother on welfare, he became a three-sport all-star in high school, the captain of his college football team and the first in his family to graduate from college. This is an amazing feat considering that when he arrived on Cheyney University’s Campus he was not registered to attend and he did not have the money to pay for college. But his passion for more out of life compelled him to push everything he owned into five garbage bags and hop on the bus to a city where he had never been with a one-way ticket and $42 dollars in his pocket. When reflecting on the experience, Darrell states, “I didn’t know where I was going, but it had to be better than where I was.”

Coach D has been featured on the Talk Show, and was a regular guest on Comcast’s NBNC Your Morning Talk Show. He has also been featured in Black Enterprise Magazine and on the Black Enterprise Report. He is a regular guest on many radio and television programs nationally. He is the recipient of the Philadelphia “40 Under 40” Minority Executive Award as well as many other leadership awards. His story is featured in the book, Children Soup For The African-American Soul. He has received national proclamation for the success of his HYPE (Helping Youth Pursue Excellence) Program and for being a positive role model to the youth of Delaware. He is a community leader and serves on several community-based boards. Coach D holds a BS Degree in Business Administration from Cheyney University of Pennsylvania, an HBCU.

Most importantly, he is happily married and the father of three wonderful children.

Mr. Andrew Ingraham

President and CEO , National Association of Black Hotel Owners, Operators & Developers, Inc. (NABHODD)

Andrew “Andy” Ingraham serves as President/CEO of the National Association of Black Hotel Owners, Operators & Developers, Inc. (NABHODD), of which he was one of the founders in 1996. NABHODD was formed to increase the number of African-Americans developing, managing, operating and owning hotels, increase vendor opportunities and executive level positions for minorities, thereby creating wealth within the African-American community.

Andy has spoken or participated as a panelist internationally and domestically on hotel development and multicultural tourism. A few of the conferences were the American Hotel & Motel Association, AAHL, Congressional Black Caucus, The Lodging Conference, Hotel Investment Conference, National Coalition of Black Meeting Planners, Governor’s Conference of Florida, Caribbean Ministers Conference and National Association of Black McDonald’s Owners Association.

Andy has developed expertise in marketing and public relations with special emphasis on African American and multicultural tourism. He has over twenty-three years in the tourism industry specializing in multicultural and Caribbean tourism. He created a number of programs for Caribbean destinations seeking to access the growing African American and multicultural market.

Because of his knowledge and expertise, he is a constant source for articles and has been featured or quoted in the Wall Street Journal, New York Times, National Public Radio, Hotel Business, Black Enterprise Magazine, Black Meetings & Tourism Magazine and a host of other publications.

The Hotel, Restaurant and Institutional Management (HRIM) major leads to a Bachelor of Science degree and is a four-year major with a curriculum based in liberal arts, business and specialized courses in technical applications for the hotel and restaurant industries.

HRIM students receive hands-on food and beverage experience in the student-operated Vita Nova Restaurant. Vita Nova is a 65 seat dining room open to the public, which includes a display kitchen; the Copeland Vintek wine cellar; the Darden Bistro; and a teaching and demonstration kitchen.

The Courtyard Newark University of Delaware complements UD’s Clayton Hall Conference Center. It provides overnight accommodations for those attending conferences and offers parents and other visitors the amenities of on-campus lodging. The four-story hotel, opened in the fall of 2003, provides a learning laboratory and research facility for students and faculty in the HRIM major. It also houses the Marriott Center for Hospitality and Tourism that includes a high technology classroom and learning center.

About the Master of Science Hospitality Information Management Graduate Program

The University of Delaware’s Master of Science in Hospitality Information Management program prepares students for successful careers as hospitality information managers, consultants and systems implementation professionals. The program also offers high-quality, professional-level instruction for current managers seeking to further their education by applying technology solutions in operational settings.

The program, which offers a thesis option and a non-thesis option, requires 36 credit hours. Thesis candidates conduct a presentation of their thesis research in seminar format to faculty and submit a manuscript for publication. Non-thesis candidates participate in an internship and compile a portfolio of completed projects that is presented orally to a panel.

For more information, please contact:
Dr. Francis Kwansia
hrimdept@udel.edu or kwansia@udel.edu
Darden Restaurants Foundation Entrepreneurship Summit

Saturday, April 4 and Sunday, April 5, 2009
Marriott Courtyard at the University of Delaware

Summit Chairs: Dr. Francis Kwansa and Dr. Lozelle Deluz

Saturday, April 4, 2009

11:00 a.m. Registration
11:30 a.m. Welcome
   Dr. Bobby Gempesaw
   Alfred Lerner College of Business and Economics
   University of Delaware

Summit Overview
   Dr. Robert Nelson, Chair of HRIM
   University of Delaware

12:15 p.m. Lunch
12:40 p.m. Keynote Speaker:
   Mr. Neil Shah, Hershia Hotels

1:30 p.m. Session I: Business Ownership 101
   Presenter:
   Mr. Clinton Tymes, State Director
   Small Business Development Center
   University of Delaware
   - Basics of Business
   - Defining Entrepreneurship
   - Types of Businesses

2:30 p.m. Panel I: Minority Business Owners Success Stories
   Moderator:
   Dr. Lozelle De Luz,
   Former McDonald’s Multi-Unit Franchisee,
   Wilmington, DE

   Featured Panelists:
   Mrs. Tanya Holliday
   McDonald’s Multi-Unit Franchisee, Philadelphia, PA
   Mr. Craig Welburn, Jr.
   McDonald’s Multi-Unit Franchisee, Washington, DC
   Mr. Van Wallace, Franchise Owner
   Outback Steakhouse, Fort Washington, MD
   Mr. Amar Tailor, General Manager
   Garrison’s Lake Wine & Spirits

3:45 p.m. Session II: Business Ownership 201
   Presenter:
   Mr. Chipman Flowers, Esquire, Founding Member
   Flowers Counsel Group, LLC, Wilmington, DE

4:20 p.m. Panel II: Nuts and Bolts of Ownership
   Moderator:
   Dr. Ali Poorani, Associate Professor
   Hotel, Restaurant and Institutional Management
   University of Delaware

   - Financing:
     Ms. Jacinta Pannell, VP, Business Banking
     PNC Bank, Wilmington, DE

   - Small Business Administration:
     Ms. Jayne Armstrong, District Director
     Small Business Administration, Wilmington, DE

   - Legal Requirements of Ownership:
     Ms. Frances Gauthier, Esquire
     Stradley, Ronon, Stevens and Young, LLP

   Keynote Address
   Mr. Darrell Andrews, Founder and President
   Darrell Andrews Enterprises, Inc.

Sunday, April 5, 2009

8:30 a.m. Small Business Development Center Presentations
9:00 a.m. Next Steps
   Mr. Andy Ingraham
   NABHOOD

10:00 a.m. Panel III: How to Become a Franchisee
   Moderator:
   Mr. Clinton Tymes, State Director
   Delaware Small Business Development Center
   University of Delaware

   Selected Franchisor Representatives:
   Ms. LaShawn Cartwright, Sr. Recruiting Consultant
   Chick-fil-A, Atlanta, GA
   Mr. Michael Fruin, VP Owner & Franchise Services
   Marriott Towne Place Suites, Bethesda, MD
   Ms. Deborah Mossa, Vice-President and General Manager
   McDonald’s Corporation
   Mr. Kenneth Youngblood, President
   KLS Enterprises, TA McDonald’s

11:15 a.m. Certificate Presentation
Closing – wrap up
Boxed lunches

Thank you