

Biographies for CBCF Entrepreneurship Series

SESSION I: Initial Start-Up Considerations: Strategies for Establishing & Running a Successful Business Venture

Moderator: Harry Alford, CEO, National Black Chamber of Commerce

Harry Alford serves as President & co-founder of the National Black Chamber of Commerce. Mr. Alford is an award-winning columnist for the National Newspaper Publishers Association's members across the country and consults and speaks on this matter to groups and agencies throughout the nation. He proudly serves on the NNPA Foundation Board of Directors. He is an active member of the Board of Directors of the United States Chamber of Commerce where he chairs the Regulatory Affairs Committee. He is a member of the 2008 Health Sector Assembly which is a think tank of national leaders concerned about healthcare.

My First Million: Perspectives of an Entrepreneur - Dr. Farrah Gray, Entrepreneur & Author "Reallionaire"

Dr. Farrah Gray was named as one of the most influential Black men in America by the National Urban League's Urban Influence Magazine. At 21 years old, he was recognized by Ebony Magazine as an entrepreneurial icon, business mogul and best-selling author. Raised in the impoverished South side of Chicago, Dr. Gray defied the odds and became a self-made millionaire by the age of 14. At the age of 21, he became Dr. Farrah Gray, receiving an Honorary Doctorate degree of Humane Letters from Allen University. This was in recognition of his ingenious economic mind and distinguished commitment to the development of values such as leadership, integrity and scholarship. In his rise from poverty to national and international prominence as an entrepreneurial icon and pre-eminent power speaker, Dr. Gray has inspired millions around the world.

Laying the Foundation: What it Takes to Start a Successful Venture – Fenorris Pearson, President & CEO, Global Consumer Innovation, Inc.

Entrepreneur, innovator and human capital expert Fenorris Pearson is the CEO of Global Consumer Innovation, Inc. He and his innovation team define the next 'big idea' and produce consumer products and services that disrupt the competitive landscape and generate revenue through billion dollar concepts.

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Mr. Pearson has worked with CEOs and other high-ranking executives in leadership and consulting capacities throughout his career. As Vice President of Global Consumer Innovation and Global Capability for Dell, Inc., a Fortune 50 company with revenues of more than 60 billion dollars, Pearson had responsibility for more than 300 employees in Europe, Asia, and the Americas. He also developed the skill capabilities of Dell's Consumer Business sales, retail, and service functions.

Uncle Sam & Your Bottom Line: Identifying a Corporate Structure that is Best for Your Business & Your Pocket- Kim Griffin-Hunter, Partner, Deloitte & Touche

Kim Griffin-Hunter is an audit partner at Deloitte & Touche where she serves public and not for profit clients in industries including healthcare, consumer trade, and financial services. Kim's appointment to partner in 1999 made her the first African American CPA to be appointed partner in a Big 5 firm in the South Florida area and the first African American Female in the State of Florida.

A Helping Hand: Resources to Ease Your Entrepreneurial Woes - Kenneth Yancey, CEO, SCORE

SCORE CEO Ken Yancey leads SCORE "Counselors to America's Small Business," America's premiere free & confidential business mentoring organization. Yancey represents SCORE nationally before the media, industry leaders and in Congressional testimony. He is responsible for SCORE's network of 370 offices and 11,200 volunteers. Yancey speaks nationally on the topics of entrepreneurship, nonprofit management, small business trends and mentoring. He has presented at conferences for The American Society of Association Executives (ASAE), BoardSource and panels for the SBA.

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A Helping Hand: Resources to Ease Your Entrepreneurial Woes- Karen Mills, Director, US SBA

Appointed by President Barack Obama and confirmed unanimously by the Senate, Ms. Mills directs a federal agency with more than 2,000 full-time employees, and a leading role helping small business owners and entrepreneurs secure financing, technical assistance, training and federal contracts. SBA also plays a leading role in disaster recovery by making low interest loans for businesses and residents. With a portfolio of direct and guaranteed business loans and disaster loans worth more than \$90 billion, SBA is the nation's largest single financial backer of small business.

SESSION II. Financing Forum: Preparing for and Obtaining Small Business Financing

Moderator: David Hinson, Director, Minority Business Development Agency

Prior to joining the Minority Business Development Agency, David was President and CEO of Wealth Management Network, Inc., a multi-million dollar independent, financial advisory boutique. Prior to launching Wealth Management Network, David managed a 10-state sales region as Director of Advisory Services for Envestnet Asset Management, a \$70 billion financial advisory firm. In his capacity, David advised high-end advisors in asset allocation, portfolio construction, technology, and product implementation. In addition, David has held a variety of senior-level and mid-management positions at Bank of America, Morgan Stanley & Company, and First Chicago Bank (now JP Morgan Chase) and the Village Foundation.

Personal Finances: Managing the Five C's of Credit – Aaron Smith, Financial Planner, Author – “In the Black: Live Faithfully, Prosper Financially”

Aaron W. Smith is the founder and president of A. W. Smith Financial Group, Inc., a comprehensive financial planning firm based in Richmond, Virginia. Smith has more than ten years of experience in the financial services and insurance industries. He holds several securities and insurance licenses and is also a Registered Player Financial Advisor for the National Football League Players Association.

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How to Obtain a Small Business Loan: Exploring Small Business Loan Products – Bank of America Representative

PENDING

Perspectives From an Investor: What Private Equity & Venture Capitalists Look for in a Deal – Catherine Lockhart-Richardson, EVP & COO, Meridian Management Group

Catherine Lockhart-Richardson is the Executive Vice President and co-founder of Meridian Management Group, Inc. (MMG), which was established in 1995. With more than 19 years of financial experience, Ms. Lockhart specializes in commercial lending, venture capital investing and program development for primarily minority and small businesses. In 1990, she became the President and Chief Executive Officer of the Greater Detroit BIDCO, Inc., a business and industrial development corporation. She left the private and for-profit, minority-owned and operated firm in December 1994. BIDCO is the first minority-owned business type entity in the nation and has become a model for financing intermediaries. Lastly, Mrs. Lockhart-Richardson received her B.B.A. from the Columbus State University and her MBA from Morgan State University.

Global Financing: Financing for International Trade & Business Opportunities – Diane Farrell, Board of Directors, US Export Import Bank

Diane Farrell is a member of the board of directors of the Export-Import Bank of the United States (Ex-Im Bank). As a member of the board of directors, Farrell is responsible for voting on Ex-Im Bank transactions in excess of \$10 million as well as on significant matters affecting Bank policy.

She has had more than 25 years of professional experience in the private and public sectors in financial management, maintaining fiscal integrity and managing budgets. Her work has included the political, not-for-profit, governmental, advertising, planning, and educational arenas – at the state, national and international levels.

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The Role of Micro-Lending & Micro-Enterprises: How a Little Can Go a Long Way – Connie Evans, CEO Association for Enterprise Opportunity

Connie Evans is the CEO of the Association for Enterprise Opportunity. Prior to this role, Evans served as the first President of the Women's Self-Employment Project from 1986 until 2000. Evans has a long history of leadership within the microenterprise development field and is highly regarded for her creative and powerful leadership within the field and beyond, in government and philanthropic circles. She is a dynamic spokesperson for the industry who speaks out of both deep commitment and long personal and professional experience.

SESSION III. Putting the Eco in Economy: Green Entrepreneurship & Business Opportunities

Moderator: Van Ton-Quinlivan, Director, Strategic Human Resources Programs

Van brings over 16 years of management experience in business, technology, and higher education. Van was formerly Vice President of Knowledge Universe and held management roles at Digital Island, Pacific Bell, and the United States Navy. She currently serves on the board of the Campaign for College Opportunity and was a former board member of the San Mateo County Biotech Blue Ribbon Task Force, Rebuilding Together Peninsula, Coro Northern California, and School-Force Public Schools Foundation. She chaired the San Mateo County Biotech Workforce Project, where she worked with business leaders, educational experts, policy experts, labor representatives and elected officials to align the county's education institutions with the county's economic development strategies.

Different Shades of Green: Understanding & Defining the Green Economy – Phaedra Ellis Lamkins, CEO, Green for All

Phaedra Ellis-Lamkins is the chief executive officer of Green For All, a national organization dedicated to building an inclusive green economy strong enough to lift people out of poverty. Prior to leading Green For All, Ms Ellis-Lamkins was the executive officer of the South Bay AFL-CIO Labor Council, representing more than 110,000 working families in Santa Clara and San Benito Counties. She also was executive director of Working Partnerships USA. She has been named by *San Jose Magazine* as one of the 100 most powerful

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people in Silicon Valley and one of "40 to watch under 40" by the *Silicon Valley Business Journal*.

Green Stimulus: How Following Green Can Lead To More – Jerome Ringo, President, Apollo Alliance

Jerome Ringo serves as President of Apollo Alliance bringing to the organization more than 20 years in Louisiana's petrochemical industry. In 1996, Ringo was elected to serve on the National Wildlife Federation board of directors and, in 2005, Jerome became the chair of the board. In so doing, he also became the first African American to head a major conservation organization. Jerome was the United States' only black delegate at the 1998 Global Warming Treaty Negotiations in Kyoto, Japan, and represented the National Wildlife Federation at the United Nations conference on sustainable development in 1999.

The Green Revolution: Business Transformations in a Green Economy Keni Washington, Managing Director, Earth-SOLAR Technologies

Keni Washington is Managing Director of Earth Solar Technologies, a company that develops renewable energy projects. He is a board member of the Indianapolis Peace and Justice Center, working to protect the environment and for the peaceful resolution of international conflicts.

The Green Revolution: Business Transformations in a Green Economy Norris McDonald, President, Center for Environment, Commerce and Energy

Is the founder and president of the Center for Environment, Commerce and Energy and its outreach arm, the African American Environmentalist Association. He has been a career environmentalist for 30 years. Formerly with the Environmental Policy Center (now Friends of the Earth), as Director of the Energy Conservation and Transportation Project, he is an energy and environmental specialist and has served as an advisor to industry and local neighborhood community groups. McDonald was president of the Washington, D.C. Chapter of the American Association of Blacks in Energy (AABE) from 1982 to 1984. He organized the first Energy Braintrust for the late Congressman Mickey Leland.
