Special thanks to the following readers:

The Department of Business Administration and Accounting

John Ambrose
William Anderson
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Robert Kenny
Dick Kuklis
Robert Letovsky
Melinda Micheletto
Tamara Mullarky
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Karen Popovich
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Dennis Voigt
Norman Walker
Diana Hoppe

May 1, 2008
Hoehl Welcome Center

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 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. All business plans must include the social purpose of the enterprise being proposed. Individuals and teams of students compete for the cash prize awarded to the winner.

Andrew Schonbek is President & CEO of Schonbek Worldwide Lighting, Inc., based in Plattsburgh, NY. The company, which specializes in designing and manufacturing crystal chandeliers, employs over 500 people and is recognized as a worldwide leader in its niche.

Andrew earned a B.A. from the University of Toronto and an M.B.A. from McGill University. He is named as an inventor on 54 patents for various lighting designs. Andrew served on the Board of Governors of the American Lighting Association from 1982-1993 and has subsequently served a term as its president. Andrew has also served on the boards of the Plattsburg College Foundation, the Clinton County Area Development Corporation, and the Burlington Vineyard Christian Fellowship.
Susan C. B. Mazza is an economic development specialist with the U.S. Small Business Administration, based in the Vermont District Office in Montpelier. She joined the S.B.A. in 1998 after a long career in the financial services industry. Susan works with small businesses and aspiring entrepreneurs, as well as lenders and resource partners across the state.

Susan’s background includes a wide variety of positions across the financial services spectrum ranging from commercial lending and branch management, to internal audit, cash management, and product management.

She earned a Bachelor of Fine Arts from Syracuse University and an MBA from Babson College. She is also a graduate of the New England School of Banking at Williams College.

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.

Entry Presentations:

1:30 p.m.  
**The Basix**
Timothy Williamson  
Christopher Omaggio  
Ashley Ponte  
Kristen Eaton

2:10 p.m.  
**Affair Exchange**
Allison Dunn  
Colleen Flynn

2:50 p.m.  
**Fresh Farms Catering**
Andrew Piela  
Daniel Hafner  
Julie Hintlian

3:30 p.m.  
**Fine Arts Connection**
Arianne Bedard  
Alex Rossi  
Patrick Wasilunas

4:10 p.m.  
**Enviro Money**
Timothy Humphrey  
Nicholas Stanton
Judges for Finals:

Richard C. Kimball has initiated and directed divestures, mergers and recapitalizations for a wide variety of owner-managed companies during his more than thirty years with The Bigelow Company. Dick’s active involvement with client companies, particularly during the pre-transaction period, has allowed firms to capture premium transaction values, while actively extending the legacy and the heritage of family-owned firms. Dick has also been active in Bigelow’s outreach initiatives, serving as a coach and mentor to many of the firm’s privately-held clients.

Dick has served on the boards of several family-owned and closely-held firms, as well as on the board of several publicly-traded firms, including a national bank and a leading software developer.

Prior to his involvement with The Bigelow Company, Dick served as a consultant with a number of U.S. government agencies including the State Department and the Department of Commerce. He also served as Chief Operating Officer of Rock of Ages Corporation, a leading extractor and fabricator of granite products.

Dick earned his Bachelor of Science Degree in Business Administration from Babson College, where he has served as a Trustee for 20 years. He currently serves as Trustee of the American Management Association, where he Chairs the Audit Committee and is the Chair of Canterbury Shaker Village Museum.

Dick lives in Amherst, New Hampshire where he is active in several civic organizations.

As an aspiring young person, Jim Lampman, Founder & CEO, Lake Champlain Chocolates, spent summers in a fudge store on the New Jersey shore, hand-whipping batches of chocolate in huge ten pound kettles. He later took a job in a seafood restaurant, where he learned to prepare and cook meals, deal with suppliers, and work closely with people.

After graduating from the University of Vermont, Jim worked as food and beverage manager at Bolton Valley Ski Resort. Shortly thereafter, he purchased The Pierre Restaurant in Colchester, Vermont. Jim then got involved in the wholesale fish business, selling to restaurants and markets throughout Vermont. In 1979, Jim and his wife, Anne, purchased the Ice House restaurant, located in a renovated building on Burlington’s waterfront. The Ice House was an instant success.

Then, in 1982, the Great Truffle Experiment began. Jim was buying expensive boxes of chocolates as gifts for his staff. His pastry chef, a man of high epicurean standards, took him aside after receiving one too many boxes. "These chocolates are terrible," he confessed. Jim challenged him to do better by creating some special chocolates for Sunday brunch. Thus was born the signature Lake Champlain Chocolate Truffle. Jim watched his customers swoon over the savory chocolates, and an idea clicked in his mind. Acting on a whim, he founded the Lake Champlain Chocolate Company in July of 1983.

Today, it seems that Jim did for chocolates what Ben and Jerry did for ice cream. All of their products are natural and kosher certified. Lake Champlain Chocolates produces over 5,000 lbs. of chocolate a day and has been honored with many regional and national awards.
Past First Place Winners

2007
* Layover Fitness
  Matthew Kaufman
  Brian Ross

2006
* Co-Ops
  Ali Stockman

2005
* University Food and Booze (UFB)
  Robert Dippell
  Ryan Lynn
  David Rudolf

2004
* Akustek Corporation
  Jason Breakstone
  Tonya Prive

Past Judges

2007
* Cairn Cross, Co-Founder of Fresh Tracks Capital and Managing Partner of the Fund
* Susan Mazza, Economic Development Specialist, U.S. Small Business Administration
* David Logan, CEO, Autumn Harp, Inc.
* Will Raap, CEO, America’s Gardening Resource, Inc.
* Andrew Schonbek, CEO, Schonbek Worldwide Lighting, Inc.

2006
* David Bosworth, Merchants Trust Company
* Lee Bouyea, Fresh Tacks
* Eric Hanson, Founder of Hanson Investment
* Greg Kelly, key participant in six startups, most recently TelJet

2005
* George Chandler, President & CEO, Hubbardton Forge
* Susan Mazza, Economic Development Specialist, U.S. Small Business Administration
* Tom McGrail, President, Summit Consulting Services
* Larry Sudbay, President and CEO, SymQuest Group

2004
* David E. Blessing, Senior Vice President, Key Bank N.A.
* Vikki Kilbe, Co-Founder and COO CycleBridge Technologies
* R.W. Eli Moulton III, Esq., Merritt & Moulton