

10:00 – 10:45 AM **Meet the Local Entrepreneurs – Live Case Study Sessions - 4th Floor Breakout Rooms**  
11:00 - 11:45 AM **Sessions Repeat....make a second choice**

**Salon D-E .... Jason Duff - Founder & CEO - Community Storage & Properties, Ltd.**

Jason Duff is an acclaimed speaker, real estate developer and award winning Entrepreneur. Jason graduated Ohio Northern University in 2005 and received a degree in Business Management from the Dicke College of Business. He is the Founder & CEO of Community Storage & Properties, Ltd. and COMSTOR Outdoor, Ltd. and also serves in executive capacities to several other businesses and not-for-profit organizations.

Jason has been recognized for his contributions as a real estate developer and his role in spearheading revitalization efforts contributing to millions of dollars in new growth, appreciation, and community investment. In 2005, he was awarded the prestigious Global Student Entrepreneurship Social Impact Award and has been featured in numerous magazines, television and radio programs.

Jason is an active keynote speaker for The Extreme Entrepreneurship Tour, sponsored by INC Magazine and is a visiting lecturer in Entrepreneurship to universities and colleges throughout the country. He currently resides in Columbus Ohio and is working on writing a book and creating a foundation to benefit global causes and initiatives.



**Salon F-G..... Blake Shipley - CoupSmart LLC**



"Blake Shipley grew up in an entrepreneurial family and is currently the Founder and CEO of a Cincinnati-based startup, CoupSmart LLC. Focused on social media marketing technology, CoupSmart helps businesses of all sizes grow their social media presence faster, drive more customers into their stores, and capture a wide array of unique data for analysis and follow-up campaigns. The company has raised several angel investment rounds and is currently expanding across the country.

Prior to founding CoupSmart, he was the CFO and co-founder of another local start-up, DotLoop, an innovator in the field of online real estate contract negotiations, and a Corporate Internal Auditor at Kroger. Blake graduated from the University of Tennessee with a degree in Finance."

## Salon H-1 ..... Elizabeth Edwards - Metro Innovation

Elizabeth Edwards is the founder of Metro Innovation and author of the award winning book, *Startup: The Complete Handbook for Launching a Company for Less*.

Edwards launched Metro Innovation, a catalyst for innovation and entrepreneurship, in 2009 after seven years in venture capital, private equity, and strategy and innovation consulting.

As a venture capital investor at Neyer Holdings, Edwards built winning strategies for start-up and growth companies in a variety of sectors, including clean tech, life sciences, consumer products, and technology. She has evaluated hundreds of business plans, and actively participated in the funding, launch, and management of five early stage portfolio companies.



Edwards started her career at Deloitte Consulting, where she was a strategy consultant to Fortune 500 companies, deployed over a broad range of industries. At Deloitte, Edwards' work focused on strategic marketing, disruptive innovation, and growth strategies. She is a resident of Cincinnati, Ohio, where she serves on the board of the Greater Cincinnati Venture Association and teaches entrepreneurial finance at Xavier University. She has been featured in more than 50 local and national media outlets, including the *Wall Street Journal* and *BoingBoing*, and has been a popular guest lecturer at universities and conferences since 2007, where she presents entrepreneurship as an imperative for economic stability.

## Salon M .... Eric M. Ellis, President & CEO Integrity Development & Positive Message Music



Entrepreneurship is in my blood! My father was an entrepreneur (A pioneer Diversity Consultant in the 70's and 80's).

I began Integrity Development twenty years ago and have grown from one person in their house with no staff to a successful consulting practice with seven staff and fifteen senior consultants. Our business regularly grosses more than 1 million dollars a year. We serve some of the most admired organizations in the world as our clients (i.e. Toyota, Honda, Lexmark, Plante & Moran, Wright State University, G.E., Cintas, etc.)

I started a second company a couple of years ago, after the death of a teenage girl who was a friend of my children. She was stabbed to death while trying to break up a fight between two rival gangs. I was asked to speak to the entire high school student body about making better choices and decided to do something different. I zeroed in on the music young people listen to, believing that it was one of the culprits in the decline of social and moral values. What began as a vision in my head has become a new record label with 11 signed artists, an amazing website focused on encouraging youth to write and upload original positive Hip Hop/ R&B music and listen to others. We also have a very cool and fun phone app that people can download for free to their smart phones (to listen to our music, watch concert videos, get directions to our concerts, etc). Some might ask how these two companies are run by the same person. For me the answer is easy. I am working to make the world a better place, whether in the workplace or society large. Not everyone can say that they know what they were born to do, but I can say that emphatically!! This session is sure to inform, entertain and inspire those who attend. It will be very interactive and use a lot of original music. Come ready to join the revolution and learn more about my story.



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## Caprice 1&4 ..... Edgar Smith Chairman & CEO World Pac Paper, LLC,



Edgar L. Smith, Jr. is the Founder, Chairman and CEO of World Pac Paper, LLC, a fast growing, Inc. 500 and BE100 company and award winning national distributor of high quality printing & packaging papers and packaging solutions. World Pac Paper was named the *2010 Small Business of the Year* by the Cincinnati USA Regional Chamber. The company recently received the *2011 Blue Ribbon Small Business Award* from the U.S. Chamber of Commerce this year, as well as being included on *Black Enterprise Magazine's BE100 -The Nation's Largest Black Businesses*.

He has over 25 years of solid sales and marketing experience with Fortune 500 companies, lastly as Vice President, National Sales with Coca-Cola North America. More specifically, thirteen years of increasing industry experience with commercial printing, packaging and paper companies including R.R. Donnelley & Sons Co., James River Corporation, Georgia-Pacific Corporation and Smurfit-Stone. He has traveled extensively, both domestically and internationally. He has developed significant business in Asia, South America and Mexico.



Edgar is a graduate of Morehouse College in Atlanta, GA. He is also a graduate of Leadership Cincinnati – Class XXI (1997-1998), and a past Fellow for The Regional Leadership Forum – Class II (2003-2004). He has also completed the Advanced Management / Minority Business Executive Education Programs at, both, Tuck School of Business at Dartmouth and the Kellogg School of Management at Northwestern University. As a successful entrepreneur, in May 2010 he was named the *Small Business Person of the Year* for the State of Ohio and Region V of the United States, which covers Minnesota, Wisconsin, Illinois, Indiana, Michigan and Ohio, by the U.S. Small Business Administration (SBA). In August 2008, he was selected as Cincinnati Minority Contractors Business Assistance Program's (MCBAP) Male *Entrepreneur of the Year*. In January 2008 he received the *Innovative Creative Entrepreneur Award (ICE) – Outstanding Alumnus* from the Morehouse College Entrepreneurship Center.

## Caprice 2 & 3 ..... Carl Satterwhite River City Furniture



As the world demographics change, so does the face of business. Small businesses, as well as large, must adjust to stay competitive. As opportunities for majority firms become more competitive, few if any furniture dealers are prepared to address the need for minority inclusion. Through this need River City Furniture, LLC was formed. As the only minority owned Preferred Haworth dealership in Cincinnati, Ohio, RCF will be able to assist corporations with their minority supplier purchases while providing them with best in class service.

RCF (River City Furniture) was the result of a 2003 joint venture between Carl Satterwhite and Scott Robertson, created with the help of the Minority Business Accelerator, a program housed by the Greater Cincinnati Chamber of Commerce. RCF was the first joint venture that the MBA helped facilitate. The company incorporated in October 2003, and received certification as a minority business enterprise from the South Central Ohio Minority Business Council. In 2008, RCF became a NMSDC (National Minority Supplier Development Council) Corporate Plus Member. As a nationally certified MBE, RCF is a leader in its commitment to working with clients to bring creative solutions that drive customer satisfaction and cost savings. Placing the emphasis on the customer is our key approach. Combining the talents and abilities of our staff and understanding the desired outcome of the customers, allow us to create a unique solution that exceeds expectations. Services beyond the commodity differentiate us in the market place. We recognize that no matter how good the product solution, it's the small things that drive our success.

**THANKS TO OUR LOCAL PLANNING COMMITTEE FOR ALL THE GREAT SPEAKERS**