



Venture Challenge™

2010 SEMI-FINALIST CONTRACT

Please have each member of your team read and sign this document.

TERMS OF ELIGIBILITY

Teams competing in the Venture Challenge business plan competition must include at least one currently enrolled graduate student from the university being represented who will also be present at the competition. Enrollment must be for the current academic year, defined as running from September 1st of a particular calendar year through August 31st of the following calendar year. **Students who graduated in prior academic years are not eligible to participate, with the exception of:**

- » Students who both wrote their business plans for academic credit and graduated during the preceding summer
- » International students from universities operating on different academic year parameters

ACADEMIC DISCIPLINE

The competition is not exclusive to business school students; students of any discipline are eligible. Executive MBA students are also eligible.

ACADEMIC LEVEL

Undergraduate students are welcome to compete as part of a team; however, each team must have at least one graduate student.

TEAM SIZE

The maximum size of a team is **five (5)** students.

TEAM AND SCHOOL ELIGIBILITY

Venture Challenge is for student-created, -managed and -owned ventures. Teams must represent new, independent ventures in the seed, start-up or early stage process. All ventures must be seeking outside equity capital. Students are to have played a major role in conceiving the venture, to have key management roles and to own significant equity.

The business plan must represent the original work of members of the team and be prepared under faculty supervision. Ventures formed and managed by non-students who have given token equity to MBAs for writing their business plan are not permitted. Ventures with revenues in prior academic years are excluded. Also generally excluded are the following: buy-outs, expansions of existing companies, real estate syndications, tax shelters, franchises, licensing agreements for distribution in a different geographical area, and spin-outs from existing corporations. The licensing of technologies from universities and research labs that have not been commercialized prior to the competition are included.

Each team must have a designated faculty advisor from a specific accredited university. Teams may consist of students from several universities; however, the team will be considered to be representing the school from which at least one graduate student and their faculty advisor originates. Teams may not officially represent multiple universities simultaneously. At least one graduate student from the university being represented must be present at the competition. If a school withdraws from Venture Challenge without just cause less than 30 days prior to the competition, the EMC and/or SDSU College of Business Administration reserve the right to exclude that school from Venture Challenge for up to two years.

EVALUATION

Evaluations take place in two parts – judges evaluate the written plans prior to the competition, and then re-evaluate plans based on the oral presentation by each team. Each presentation is given a maximum of 15 minutes, followed by a 20-minute question and answer session. The final decision is based on the judges' qualitative evaluation and group consultation during the deliberation session following the presentations.

Ultimately, judges will consider the entire business concept, looking at overall feasibility, capital gains potential, attractive investment possibilities and actual implementation. Judges, reviewers, staff or the audience will not be asked to agree to or sign non-disclosure statements for any participants.

DISCLAIMER

The Entrepreneurial Management Center (the organizers of Venture Challenge) may make photocopies, photographs, videotapes and/or audiotapes of presentations, including business plans and other documents, charts or material prepared for use in presentation at Venture Challenge Competition; student teams retain all proprietary rights. The EMC may use the materials in any book or other printed materials and any videotape or other medium that it may produce, provided that any profits earned from the sale of such items is used by the EMC solely to defray the costs of future EMC educational programs. The EMC has non-exclusive world rights in all languages, and in all media, to use or to publish the materials in a book, or other printed materials, videotapes or other medium, and to use the materials in future editions thereof and derivative products. By participating in the competition, entrants agree that neither San Diego State University (SDSU), the Entrepreneurial Management Center (EMC), nor their designated organizations, assume any liability whatsoever for any disclosures of business plan information which may be made, inadvertently or otherwise, by any judge, reviewer, staff member, audience member or other individual connected with, participating in, viewing, hearing, or receiving information from the competition. The Entrepreneurial Management Center requests the honor of including a copy of your plan in our growing library of sample business plans. This library has become an increasingly important and valuable resource for students and the community in San Diego and around the country. The documents contained in our library are for reference only and are not allowed to be duplicated or checked out of the EMC. If you do not wish to have your plan included in the library, please indicate so on the Official Business Plan Submittal Form.

WE, THE UNDERSIGNED, HAVE READ, UNDERSTAND AND AGREE TO ADHERE TO THE RULES, GUIDELINES AND SUBMISSION REQUIREMENTS AS ESTABLISHED BY THE ENTREPRENEURIAL MANAGEMENT CENTER AT SAN DIEGO STATE UNIVERSITY. WE AGREE THAT WE MEET THE ELIGIBILITY RULES AND REGULATIONS AS STATED ABOVE AND THAT OUR BUSINESS PLAN SUBMITTAL REPRESENTS OUR ORIGINAL WORK.

UNIVERSITY: _____

Signature of Each Team Member Required

Date Signed

_____	_____	_____
PRINT NAME	SIGNATURE	
_____	_____	_____
PRINT NAME	SIGNATURE	
_____	_____	_____
PRINT NAME	SIGNATURE	
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PRINT NAME	SIGNATURE	

Please **mail** this completed form with your business plans to the Entrepreneurial Management Center (EMC) by **February 19, 2010**.

Attn: Venture Challenge

The Entrepreneurial Management Center
San Diego State University
5250 Campanile DR – GW1502
San Diego, CA 92182-1915

