

ACG Sponsors Second Annual Case Study Competition at Wisconsin MBA Schools



BY CHRIS NOLTE, VICE PRESIDENT, ALTERNATIVE INVESTMENTS, MARCUS INVESTMENTS, LLC

ACG Wisconsin recently completed its second annual MBA case study competition called the ACG Cup. The ACG Cup is a regional case study competition designed to challenge MBA students to present valuation, capital markets and M&A strategic advice to a panel of seasoned M&A professionals from within the ACG community. The event involves a series of intra-school competitions at Marquette, UW-Madison, and UW-Milwaukee that culminates in a championship round. The winner is awarded the prestigious ACG Cup title and a cash prize.

NOLTE



From left to right: Ron Miller, *President, ACG Wisconsin*, Scott Ginal, *Marquette MBA*, Ben Adams, *Marquette MBA*, Jason Woldt, *Marquette MBA*, Andrew Zimmerman, *Marquette MBA*, Michael Sanfilippo, *Marquette MBA*, and Chris Nolte, *Co-chair, Wisconsin ACG Cup*



ACG Crowns a Champion

On February 6, 2010 the Golden Eagles from Marquette won bragging rights and five-thousand dollars through the hard work and savvy of MBA students Scott Ginal, Ben Adams, Michael Sanfilippo, Jason Woldt and Andrew Zimmerman. Brian Durst, Manager of Business Development at Quad Graphics, William Krugler, Managing Partner of Mason Wells Inc., David Pelisek, Partner of Baird Capital Partners, and James Popp, President of Wisconsin and Minnesota at Chase, were members of a stellar judging panel that rated students on their quantitative and qualitative analytical abilities and their presentation skills.

Brian Durst paid the highest complement to all the participants, "The teams did a great job; their work was better than I have seen from some investment banks." In describing the winning formula Brian noted, "The Marquette Team took a calculated risk and it paid off. They presented a creative solution to a difficult real world problem."

Students give the Cup high marks.

More often than not each student commits 20-30 hours of effort per round per person, but it appears to be worth it. As Marquette participant, Michael Sanfilippo put it, "Participating in the ACG has proven to be one of the most challenging as well as the most rewarding experiences in my professional career." "The Cup poses a comprehensive challenge to students," Ben Adams, another Marquette team member, noted.

"It forces the team to utilize every analytical fiber to come up with a solution."

As this year's winner, Marquette is among excellent company. Winners from other ACG chapters include: Harvard University (ACG Boston), Yale School of Management (ACG Connecticut), Duke Fuqua School of Business (ACG Raleigh Durham), and UC Berkley Haas School of Business (ACG San Francisco).

The competition solidifies connection between Business Community and Universities

The ACG has been serving as a bridge for collaboration on other projects between ACG's members and the Universities. Through ACG's Cup relationship at University of Wisconsin – Milwaukee, ACG recently committed to co-sponsoring an economic outlook conference in coordination with Kevin G. Spellman, Director

of the Investment Management Certificate Program at the University. Ron Miller, President of ACG Wisconsin, was happy to see the relationship with UWM grow. "As business leaders, it is our obligation to reach out to our local universities in order to educate and retain our best and brightest talent."

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