

GAY MBA STREET JOURNAL

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FRIDAY-SUNDAY, APRIL 4-6, 2003

NetworkQ.org \$26,000,000.00

Saturday, 10:45AM

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Deal Secrets

Secrets to Success – Real Stories

Gay CEOs and Financiers Speak

NEW YORK CITY -- Panelists will tell their stories including:

- + CEO's open-warfare struggle for family assets
- + Head of an investment and merchant bank, and one of California's largest privately-held companies
- + CEO's book as gay son co-authored by mother
- + The business of business activism: a dot-com success story
- + Head of a publicly trade apparel company
- + Voted to Institutional Investor's All-America Fixed-Income Research Team
- + Named to the World Economic Forum

Big business is exactly that, big business. As current business school students and alums, we aspire to reach the top. At the top, there are different rules and drivers and it's a different game. As an LGBT business person, consider interacting with members of your Board of Directors, investors, advisors, clients, business partners, or others under your management.

Apparel, Apparel

NEW YORK CITY -- Steven Fuchs was President of Hampton Industries, a publicly traded, \$200,000,000 Apparel Company from 1994 to 2001. He

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What's News -- Business and Lifestyle

Young Presidents' Organization (YPO). Six of the seven panelists are members of the world's most powerful network of CEOs, the Young Presidents' Organization (YPO), a tightly knit family of 8,700 CEOs from 71 countries that have been invited as a qualifying member prior to the age of 44. Motto: "YPO Changes the Lives of Those Who Change the World." Average YPO member companies exceed \$26m in sales, and employ over 165 members. For more info, see www.ypo.org. If you know someone that may qualify for YPO, please contact Mac Chinsomboon at omac@alum.mit.edu.

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Accelerating your path to success? Career tips.
* * *

How does one handle being "out" and have a balanced life?
* * *

Is there a "glass ceiling"?
* * *

Does it matter that you're gay? Does anyone even care? Oh really!?
* * *

What are the pitfalls?
* * *

You'll work hard to get there, now what do you do?

Named to the World Economic Forum

NEW YORK CITY - Mr. Daniel Schwartz is CEO, Dynamica, Inc., an investment and advisory company specializing in high-tech start-ups. Mr. Schwartz was recently named by the World Economic Forum (WEF) as one of the 100 Global Leaders for Tomorrow at their recent meeting in Davos.

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Open-Warfare Struggle for Family Assets

The Multi-Million Dollar Fight

SANTA MONICA - Mr. Ronald "Ronnie" Haft is the CEO of Combined Properties, Inc, the largest privately held, full-service, asset manager of retail strip shopping centers in the Washington, DC metropolitan area with a growing presence on the west coast with properties in the Los Angeles region. In total, CPI manages over thirty-five properties comprising more than five million square feet housing tenants such as Shoppers, Staples, Office Depot, Ross, Trader Joe's, and others.

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Book by co-written by Mother and Gay Son CEO

Selling to Wal-Mart

NEW YORK CITY - Christopher Shyer is president of family-held Zyloware Corporation, a leading marketer and distributor of fashion-brand eyeglasses and sunglasses based in Long Island City, New York. Zyloware's products are available at recognizable places such as Pearle Vision, For Eyes and Wal-Mart.

Christopher Shyer joined Zyloware Corporation in 1989 as director of marketing, focusing on brand building, creating an in-house advertising team.

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The Outlook

Buy, Sell and Capitalize Traditional and Growth Businesses

LOS ANGELES -- Mr. Jack B. Corwin is the founder and President of Huntington Holdings, Inc., a private merchant and investment banking firm which specializes in arranging capital for acquisitions. Between 1987, when Huntington Holdings commenced operation, and 1990, it acquired 14 companies for its own account with combined annual sales of \$350 million, ranking it among the 50 largest privately-held companies headquartered in California. The firm has since transacted over 180 corporate financings and mergers of \$5m to \$800m in size.

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Gay Online Media: Succeeding Where Thousands Have Failed

SAN FRANCISCO -- As president and CEO of PlanetOut Partners, Inc., Lowell Selvin raised the largest amount of capital ever for a gay and lesbian identified business, led a successful merger between two rival powerhouses, and emerged from the dot-com fallout of 2001 with a successful global media company serving more than 5 million customers every month.

PlanetOut Partner's world class investors include JP Morgan Partners, AOL Investments, the Mayfield Fund, IDG Ventures, the NY Times and Yahoo!.

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All-America Fixed-Income Research Team

NEW YORK CITY - Brian Lancaster joined Wachovia Securities, Inc., as managing director, senior real estate strategist and head of CMBS Research in July 2001. Before joining Wachovia Securities, Lancaster was a managing director at Bear, Stearns & Co. Inc. from 1990 to 2001. From 1987 to 1990, he was a vice president at Chemical Securities Inc., and from 1984 to 1987 he was a senior economist both at the Federal Reserve Bank of New York and the Bank of England in London.

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Online Networking, Discussions lists, Job lists, and more at NetworkQ.org for MBAs

CAMBRIDGE -- NetworkQ is a non-profit web initiative that embodies the continuing development of the LGBT Business School Network and is supported by the volunteer efforts of your LGBT alums. The site is a complimentary tool to facilitate the "active" online networking of LGBT business school students and alumni - your peers. Go to www.NetworkQ.org to sign up for the online directory and discussion lists by geography, industry, function, job, and special interest group.

Discussions lists for Europe, Asia, US, Banking, Real Estate, Consulting, Marketing, Operations, Healthcare, etc.

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Continued on Ronnie Haft

Back in the late-1990's, the entire Haft family was in a four-year open-warfare struggle for control of the family's assets that became headline news and cost multi-millions of dollars. Ronnie's father, Herbert Haft was



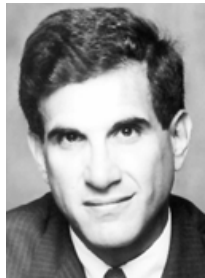
Chairman of the Dart Group Corp which owned Crown Books Corp (discount book retailer), Shoppers Food Warehouse Corp. (discount supermarket chain, third only to Safeway and Giant), Trak Auto Corp. (discount auto-parts retailer), and Total Beverage Corp. Other family members have been Chairmen of other notable companies such as Phar-Mor, a discount drug-store chain.

Mr. Haft earned his MBA from The Wharton School at the University of Pennsylvania and is a member of the Young Presidents' Organization's Santa Monica Bay Chapter.

Continued on Jack Corwin

Mr. Corwin has primarily acquired mature manufacturing and distribution businesses which have had profitable histories. Industries have included sporting goods, hardware, construction equipment, rubber and tire, welding equipment and industrial controls. Approximately half of the businesses acquired had been privately-owned while the remainder was purchased from large public companies.

Prior to forming Huntington Holdings, Mr. Corwin was a Vice President of PruCapital, Inc. where he managed their leveraged acquisition program. Before that he was employed by E.F. Hutton in its Executive/Corporate services department. Earlier



he was an associate in the Corporate Finance department of Drexel Burnham Lambert in New York City where he participated in their first leveraged buyout. In his career, Mr. Corwin has been involved in over 100 corporate finance transactions.

Mr. Corwin graduated from the Yale University School of Management in 1980 with

and MBA and from the University of Maryland in 1978 with a B.S. in business administration. Mr. Corwin was the Chairman for several YPO International events and is a member of the exclusive YPO alumni organization called Chief Executive Organization (CEO) in the Los Angeles Chapter.

Continued on Brian Lancaster

From 1996 to 1999, Lancaster served as an adjunct professor of finance in Columbia University Business School's MBA program where he taught courses on the capital markets. Lancaster was voted to Institutional Investor's All-America Fixed-Income Research Team in 2001, 2000, and 1999. Lancaster holds an MBA in finance from New York University, a



masters of international affairs from Columbia University where he was selected as an international fellow and a B.S. in economics from MIT. He has been a contributing author to five textbooks on the capital markets and commercial real estate published by McGraw-Hill. He has also published numerous articles in industry and academic journals including the Journal of Fixed Income Securities, The Financier, The Securitization Conduit, Journal of Housing Finance, Journal of Real Estate Finance, and CMBS World, where he is on the editorial board.

Continued on Steven Fuchs

was responsible for transforming the company from a private label, domestically produced product company to a branded one that imported its products from over 20 countries around the world. Prior to being President, he held various other positions at Hampton Industries. Fuchs is a member of the Board of Directors of Hampton Industries, 50 Central Park West Corporation and GLSEN (Gay, Lesbian, Straight Education Network). He has also been a member of YPO (Young Presidents Organization) since 1996. He holds a B.S. in Finance from Lehigh University and is currently enrolled in The Masters of Finance and Development program at N.Y.U.

Continued on Chris Shyer

As vice president, he re-negotiated existing licenses with Sophia Loren and Stetson and negotiated and created Stride Rite and Sperry Top-Sider brands of eyewear while carefully

integrating marketing-planning with product design. In 2002, the firm successfully launched Via Spiga Occhiali, a high-end collection of Italian made sunglasses and frames available at fine independent optical retailers and Via Spiga boutiques. Also under Chris's leadership, the company has grown 30% in 5 years; he is credited with significantly improving the company's cost of goods and bottom line as well.



Before Zyloware, he was a brand manager for Lever Brothers Company, his "second MBA," managing Wisk and other well-known brands. He interned at Philip Morris while at business school. He researched markets for, and later introduced, food and wine from Spain in the US during two years at Transnational Trade Development Corporation after college.

He holds an MBA in marketing and finance from Columbia University, where he was the president of the American Marketing Association, and a BA in Economics and Political Science from the University of Vermont, including a semester studying international political science in Geneva, Switzerland.

In addition to his philanthropic efforts with gay causes, in 1996, Chris co-authored a memoir, written in alternating chapters with his mother, which was published by Houghton-Mifflin, titled: "Not Like Other Boys, Growing Up Gay: A Mother and Son Look Back." The book was well-reviewed in The New York Times Book Review and elsewhere; Chris and his mother also received a significant amount of "out" exposure including a feature on the back-cover of USA Today and an interview with Jane Pauley on Dateline NBC. Chris is a member of Young President's Organization, lives in Manhattan, and is "conspicuously" single.

Continued on Lowell Selvin

In 2001, Mr. Selvin led the merger of the Gay.com Network and PlanetOut.com, quickly integrating the properties into one of the largest online services of any kind in the world. He now champions the Company's dual missions: first, serving the unique needs of the global gay and lesbian community and, second, building economic value by providing an international gateway to the GLBT community for Global 500 partners. PlanetOut Partners offers online portals in five languages with offices in the U.S., Europe and Latin America. He co-founded and served as

executive vice president and board director for degree Baby Products, which gained 5% U.S. market share in four years was successfully acquired by Johnson & Johnson. He has served as chairman and CEO for the direct sales company, Arbonne International, and as a practice director and firmwide leader for Arthur Andersen Business Consulting in the entertainment, hospitality, and multi-media industries. He developed and co-wrote the firm's Global Best Practices in Strategic Planning and in Marketing and Sales Strategies.

Mr. Selvin is deeply involved in numerous charitable causes, including serving as a long-time member of the Board of the Los Angeles Gay & Lesbian Center, the largest agency of its kind in the world. He also serves in leadership roles with Wendy's Hope and Arbonne Children's Trust. Mr. Selvin is also a member of the Athletics Advisory Board of the Gay & Lesbian Athletics Foundation.

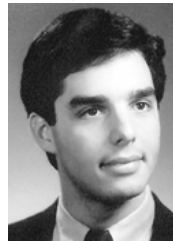
Mr. Selvin has been featured in Fortune magazine, the Wall Street Journal, CNBC, the New York Times, USA Today, the Washington Post, Business Week, Advertising Age and numerous other publications, both as the leader of PlanetOut Partners and as a broader authority on business practices.

Mr. Selvin has been with his life partner, Mr. Gib Winebar, for twenty-three years.

Continued on Daniel Schwartz

Also recently selected as one of Crain's New York Business' "40 Under 40" emerging business leaders.

Prior to forming Dynamica, Mr. Schwartz served as president of several high-tech, brand marketing, and manufacturing companies, including the firm that marketed the Power Rangers and grew revenues from \$18m to \$80m, to co-founding Arbinet-theexchange, the world's largest telecommunications bandwidth exchange firm that quadrupled its volume post-Enron.



Mr. Schwartz received his Bachelor's and Master's degrees from Harvard University. Mr. Schwartz is currently the Chairman of the Young Presidents' Organization (YPO) International Education Committee, while

serving on YPO's International Board of Directors. He is on the Russia-US Business Leadership Forum for RAND, the world's premier think-tank, the Board and Executive Committee of the Friends of Florence Foundation, the Board of Trustees of the Harvard Hillel Foundation, co-chair of the Harvard College Schools Committee in New York City. Mr. Schwartz lives in New York City.

Continued on NetworkQ

A confidential, trusting environment for education and idea exchange by you and your peers, for you and your peers

- Exploration and integration of business, family and personal issues
- Business and personal networking
- Development of people skills
- Personal growth and support

Interested in participating in a NetworkQ Forum? Go to www.NetworkQ.org and the Member Services button, apply for membership, and select the NetworkQ Forum discussion email list. Or contact Mac Chinsomboon at omac@alum.mit.edu.



About the panel organizer: Mac Chinsomboon

Mac is a former consultant to the Board of Directors of YPO on matters of strategy, alliances, and education. Mac also spent a stint as an investment banker at UBS Warburg in London doing high-tech/telecom M&A, a long stint as a Manager at Andersen Consulting in the Chicago/Palo Alto telecom practice, and as an entrepreneur in San Francisco/Bangkok. Mac grew up in Denver, Colorado and holds a BS in Electrical and Computer Engineering from the University of Colorado at Boulder, and an MBA from the Massachusetts Institute of Technology Sloan School of Management while at MIT Sloan. Mac's MBA thesis was on the organization and business analysis of early-stage venture capital and as a result was quoted in numerous magazines including Red Herring, and others. Mac is also an avid athlete (rower, boxing, ice hockey, snowboarder, etc.) and co-founded the charitable Gay & Lesbian Athletics Foundation and as a result has been quoted and interviewed in major media including television, radio, Internet, and print. Mr. Chinsomboon is now Director of Investments for his family's real estate and business investment company.

