

David Brophy and Alan Gelband Private Equity Award

As part of FIN 624, in lieu of a final examination, each student team will select a public company to make an LBO “public-to-private” pitch. This presentation at the end of the course is judged by guest practitioners, each one a senior member in a top private equity firm. The top two teams will win the David Brophy, [Alan Gelband](#) Private Equity Award and will share a \$10,000 prize.

Competitive teams typically have an equity contribution to the deal of between \$25 and \$100 million, a target company with revenues in the \$5 - \$300 million range and EBITDA of at most \$50 million. Strong pitches also incorporate real-world business and investing trends, such as impacts from COVID and remote work, emerging technology, social and environmental sustainability, and more. The written portion of the pitch is typically no more than 15 pages, excluding appendices, and includes the following sections:

- **Target company profile:** Background on the target company and the rationale for your selection, including the company’s business challenges and deficiencies.
- **Financial engineering:** Valuation of the target, capital structure, lending partners, and funding.
- **Operational engineering:** Operational changes you plan to make and a discussion of why you think these changes will add value.

- **Exit Strategy:** When and how you plan to exit the investment and the regulatory and market risks that might affect your exit strategy.

Past winners

1 2021

- Andre Goes
- Russell Williams
- Kirsten Halvorson
- Carly Paris
- Austin Mandel
- Sooyun Sohn
- Matt Thomas
- Nick Quincy
- Saurabh Patel
- Hannah Ong
- Michael Dejaegher

2 2020

- Valdemar Andersen
- Scott Shelley
- Andrew Clifford
- Greta Meyer
- Gustav Lauritzen
- Stephen Liuzza
- Rasmus Michelsen
- Laura Hogikyan
- Krzysztof Przybylak

3 2019

- Juan Martinez
- Michael Szuma
- Adrian Juarez
- Ada Shelegova
- Jonathan Keltner
- Alena Golovchenko
- Bryan Lin
- Andrew Wills
- Ryan Schell
- Neil Tiwari

4 2018

- Scott Collins
- Andreas Heinemann
- Li Ong
- David Motaabbed
- Jessica Kaplan
- Alexander Smutny
- Satinder Singh
- Caitlin Cordell
- Hang Fei

5 2017

- Kishore Ramaswamy
- Steven Kligman
- Jonathan Chavis
- Mohammad Aljammaz

- Andrew Hinkson
- Bradford Lynch
- Matthew Smith
- Mohit Mehendale
- Morgan Nagy
- David Spallina

6 2016

- Charles Foster
- Christopher Manuszak
- Peter Diamond
- Matthew Houston
- Joseph Szmazdzinski
- Kofi Gyasi
- Zachary Spellman
- Christos Kyriazi
- Krassimir Iankov
- Anton Handal Jr
- Mark LaVine

7 2015

- Danial Hyder
- William Hodgeson
- Roy Kaspar
- Thomas Litzler
- Shreya Thacker
- Peter Schultz
- Menna Cunningham

- Erica Sivertson
- Nicholas Adam
- William Crane

8 2014

- Nayan Behal
- Nicholas Bell
- Vamsi Manda
- Daniel Gerding
- Shivashankar Sairaman
- Shalini Sushri
- Shweta Jha
- Rahul Agrawal
- Dane Anderson
- Robert Juarez
- Michael Nucatola
- Pratim Basu
- Santosh Ramasubramanian
- Walter Ruddy

9 2013

- Ling Yuan
- Taylor Traub
- Brent Elyea
- Evan Kracoff
- Michael Westling
- Kenneth Hinton
- Courtney Schroeder

- Jeffrey Smith
- Allen Weiss
- Patrick Hopkins
- Damian Canetti-Rios