

Dividends

Issue 13 - Fall 2004

Della Penta '69 Leads Fischer Scientific

David Della Penta worked two jobs during weekends and school vacations to attend RIT.

By day, the class of '69 College of Business grad worked as a crane operator in a steel mill, and by night, he cleaned, cooked, washed dishes and tended bar at his father's neighborhood restaurant, Tommy's Hideaway, in Schenectady, N.Y.

A hectic start for the president and chief operating officer of Fisher Scientific International, Inc., headquartered in Hampton, N.H. Since Della Penta joined Fisher in April 1998, the company has grown significantly from \$2.25 billion in revenues to more than \$5.2 billion (projected for 2005, based on Fisher's merger this year with Apogent Technologies).

"I went from a \$250 million company, Nalge Nunc, a subsidiary of Sybron International, and walked into a 100-year-old company with staggering technologies and revenues," said Della Penta, who served as president of the Rochester-based, Nalge Nunc from 1989 to 1998.

"Luckily, I spent the last 35 years in the same industry of scientific laboratory supply," Della Penta explains. "However, it took me six months physically and emotionally to learn everything I needed to know after joining Fisher."

Although Della Penta has come a long way since working his way through college, he has not forgotten what he learned at RIT or his favorite professor, Dr. Eugene Fram, with whom he still keeps in contact.

"As a teacher, Gene constantly made you think by challenging the status quo," recalls Della Penta, who also graduated from RIT's Advanced Management Program in 1981. "He would have you concentrate on the smaller percentages because they could easily be overlooked while looking at the bigger picture. And sometimes, those little numbers can make all the difference in the success or failure of a project."

If success can be measured, Della Penta also believes in daily exercise and healthy



David Della Penta '69, president and chief operating officer of Fisher Scientific International Inc.

doses of "time outs" with his wife, Karen. They live with their dog, Arles, and two Maine coon cats, Vincent and Theo, in the seacoast area of New Hampshire, and they also spend time at their winter home in La Quinta, Calif. Della Penta's hobbies include weekly rounds of golf, as well as fishing, and hunting deer and pheasant in season.

"I wouldn't be where I am today at Fisher without leading a balanced life," Della Penta says. "It relieves stress and keeps you in contact with what's important in life, like family and friends."

"One of the most influential people in my life is my daughter, Nikki, who graduated from high school and went to New York without attending college," Della Penta notes. "She became a Rockette, then spent four years auditioning and being rejected for parts on Broadway. But each time she would dust herself off and try again. She now plays the role of Phyllis in '42nd Street.'"

Similarly, Della Penta remembers a time in 1970 when he was delivered a one-two-punch.

"I couldn't believe it," he laughs. "On my first day at Sybron I was called up for the draft and ended up spending the next four months in the Army National Guard. You always have to be prepared for the unexpected."

And being prepared is crucial to success in the business world, says Della Penta, who believes students from RIT will need to work extra hard to compete for jobs in the industry.

"They need to set high standards for themselves and carry through, have high integrity and honesty, be able to cultivate a team environment, be creative and think outside the box, communicate on advanced levels, and remain positive and have fun in life," Della Penta advises.

"The greatest thing you can say after working for as many years as I have is that you still love your job—and I do."

Dean's Message



Dr. Thomas D. Hopkins, Dean

In today's globally-competitive environment, schools of business must endow their students with the international perspective needed for success in their careers. This is a task the RIT College of Business has accepted with enthusiasm and pursues with vigor. With faculty members from many parts of the world—including China, Bangladesh, Turkey, the Ivory Coast, Scotland—the international diversity of our faculty is eclipsed only by that of our students, who travel each year to the College of Business from over twenty countries from around the globe.

I am proud of the depth of international diversity we have achieved within the walls of the College of Business, but it would be doing a great disservice to our students to limit their exposure to foreign cultures and customs to that which takes place in the classroom. Today, College of Business students have many opportunities to expand their global perspective through study abroad learning experiences. I am especially excited about two such programs.

The first is a partnership with Arcadia University in Guadalajara, Mexico. This past summer Carol Ferrara and Amy Kennicutt, both fourth year international business students, became the first College of Business students to participate in this program. While living with host families in Guadalajara, taking full time classes, and participating in community service activities, Carol and Amy were adopted as full members of the local community. This experience afforded them the opportunity to develop an understanding of Mexican culture shared by few of their peers. I have no doubt this experience will be of great value as they advance in their careers.

A study abroad opportunity that I expect will become increasingly popular is that with Denmark's International Study Program, located in the country's capital, Copenhagen. By offering classes taught in English by practitioners in their fields, as well as visits to companies and institutions in Denmark and Europe, the DIS International Business and Economics Program is an attractive option for students looking to gain a solid knowledge of the European business environment.

By embracing the learning opportunity such programs represent, our students are preparing themselves to become leaders of tomorrow's business community. We should be proud of these soon-to-be members of our alumni family, and should be looking to their future with great anticipation. Their success will reflect well upon the quality of the education RIT College of Business students receive, and of the high caliber of its alumni. I encourage you to read through these pages of *Dividends* and learn more of the successes of our students, alumni and faculty members, and to learn how you can become an active member of our ever growing and ever more esteemed alumni community.

Thomas D. Hopkins

Calendar of Events

NOVEMBER

- 9 **Gasser Lecture**
Speaker, David T. Della Penta '69, President & COO, Fisher Scientific International, Inc.
- 16 **Alumni Beer & Wine Tasting**
Sample beer and wine from Bru while mingling with fellow College of Business graduates.

DECEMBER

- 1 **COB Alumni Volunteer Holiday Social**
A holiday social at Brio's Mediterranean Bistro for all of our loyal alumni volunteers.
- 9 **Breakfast Briefing**
The second of three events in this annual speaker series. Oak Hill Country Club
- 15 **COB Visits NYC!**
Meet with COB alums in the NYC area. Look for your invitation to arrive soon!
- TBD **WAN Volunteer Event**
Join the Women's Alumni Network for their annual volunteer event.

JANUARY

- 12 **Speed Networking**
Looking to make a career move or expand your professional network? This is the event for you!
- TBD **Alumni Panels**
COB alumni share their tips on networking, career advancement, and professional etiquette with current COB students.

FEBRUARY

- 2 **Gardening Event**
Think spring - On Groundhog's Day. A panel discussion including a Master Gardener and Landscaper.
- 8 **COB Visits Atlanta!**
Visit with Dean Hopkins, COB faculty and COB alums in the Atlanta area.
- 10 **Breakfast Briefing**
The final event in the annual speaker series. Oak Hill Country Club
- TBD **COBRA Beer Tasting**
Sample beers with College of Business recent alumni.

For more information on these events, visit our web site at www.cob.rit.edu/alumni or contact Donna Slavin at 585.475.2199



Teaching Commitment: We all know faculty members make a huge difference in students' lives through teaching. In a show of support for their students and RIT's Powered by the Future capital campaign, thirty-three College of Business faculty members have chosen to go above and beyond that daily impact by making personal gifts to RIT. Among other projects, the COB faculty members were able to create the College of Business Faculty Endowed Scholarship, which will benefit current and future generations of COB students. Pictured above are twenty-one of the COB faculty donors.

From RIT Roommates to Corporate Teammates

“It’s Microsoft country out here,” proclaims Christine (Young) McCullugh from her office in Redmond, Washington. As President of LTC Solutions, Inc, a company McCullugh founded in 1996, she doesn’t claim to be the next Bill Gates, but the future certainly does look bright for this 1988 graduate of the RIT College of Business management program.

In just a few short years, LTC Solutions, a company specializing in long-term care insurance for employer groups, has grown to employ sixteen full-time employees, eighty independent salespeople nationwide, and last year boasted a healthy \$5 million in revenues.

Balancing the demands of building your own business, raising a family, and maintaining a life outside of work is difficult for even the most seasoned entrepreneurs. Fortunately for McCullugh, she’s had help from a familiar source, namely Rosemary (Ciaschi) Cullivan ‘88, fellow RIT College of Business alumna, former Colony Manor roommate, and now Christine’s Vice President of the Eastern Region.

“We met while sitting next to each other in a human resources class at RIT,” says McCullugh, “we discovered we were actually



Christine (Young) McCullugh '88, President, LTC Solutions, Inc.

from the same home town, and from there hit it off right away.” It wasn’t long before the two were best of friends, and later decided to share an apartment in Colony Manor. “We loved our time at RIT. We were always good students, but we made sure we had time to enjoy the social aspect of RIT as well,” says Cullivan.

After graduation the duo moved to Boston, MA where McCullugh accepted a position with American Express selling long-term care insurance policies to individuals in search of coverage. While working her way to Regional Sales Manager, in charge of Oregon, McCullugh devised a unique idea to reach a greater number of potential clients in a fraction of the time.

“Rather than selling policies one-at-a-time, I thought why not work with corporations to offer policies to *all* of their employees. Essentially, rather than spinning the little wheel 100 times, I was hoping to spin a giant wheel just once, and reach much larger audiences in the process.” Armed with that concept, McCullugh moved to Redmond, WA in 1996 to try her hand as an entrepreneur,

forming LTC Solutions, Inc.

Cullivan in the meantime chose to stay in Boston to pursue a career with Xerox, where after 13 years she rose to the rank of National Brand Manager. “I was doing really well at Xerox, but in 2000 when I found out I was pregnant with my second child, I knew it was time for a career change. I needed the flexibility to spend more time with my family,” says Cullivan.

“After talking with Christine about my decision to leave Xerox, it was clear that LTC Solutions, Inc. represented an opportunity to get the best of both worlds; I could have the flexibility I needed to spend time with my family without giving up my career.” And just like that, Cullivan joined the LTC Solutions team as the company’s Vice President of the Eastern Region.

Today, the future of LTC Solutions, Inc. has never looked brighter. “There is a ton of untapped market potential in the long-term care insurance industry, and right now LTC Solutions, Inc. is really the only organization working with employers to provide coverage for groups of employees.” McCullugh continues, “But that doesn’t mean we’re not expecting future competition. We’re working to strengthen our relationships within the industry and build on our unique ability to communicate to employees the importance of enrolling in a long-term care insurance program. These core skills can’t be learned overnight,” says McCullugh.

With the competition in check, and plenty of opportunity for growth, budding entrepreneurs may be wondering what advice McCullugh would share with them. “Recognize your strengths,” she says simply. “I love to socialize—to build relationships. It’s how I met Rosemary, my husband, and it’s through relationship building that LTC Solutions, Inc. will continue to grow well into the future.”



Rosemary (Ciaschi) Cullivan '88, Vice President, Eastern Region, LTC Solutions, Inc.

Michael Finney Named Minett Professor

Michael Finney, CEO of Greater Rochester Enterprise (GRE) has been named the 2004-2005 Minett Professor. GRE, a public-private partnership established with an initial \$14 million investment budget, was created to professionally market the Rochester metropolitan area as a competitive, high-profile region for business location and growth.

“Finney brings with him a breadth of experience in regional economic development. In working with students in our MBA and Executive MBA programs we hope to further the GRE’s ambitions of attracting businesses to the Rochester area, and hope to explore the issues associated with bringing firms from outside the United States to Rochester,” said COB Dean, Dr. Thomas Hopkins.

Finney has over twenty-five years of professional experience in the private sector and local government. Prior to joining GRE, Finney served as Vice President of Emerging Business Sectors for the Michigan Economic Development Corporation. In that capacity, he was responsible for developing a strong business climate that fostered the growth of the Advanced Manufacturing, Life Sciences and Information Technology business sectors. He was also responsible for coordinating industry-university commercialization and technology transfer initiatives, and for growing the state’s venture capital base.

The Minett Professorship is awarded each year to a distinguished Rochester-area minority professional. Awardees teach classes in their area of expertise on a part-time basis and take part in select campus-wide programs.



Michael Finney, CEO, Greater Rochester Enterprise will spend the 2004-2005 school year working with MBA and Executive MBA students to bring new businesses to the Rochester area.

Patricia Phillips '90 MBA - A Rochester Civic Leader

“Take your own advice,” is what Patricia’s husband, Randy told her one fateful Sunday morning. While perusing the want-ads, College of Business alumna Patricia Phillips ‘90 MBA, had stumbled across a job posting by Drake, Beam, Morin, now DBM, an internationally-recognized firm specializing in human resource solutions.

“I had always been intrigued by people’s career choices. I wanted to know where they worked, how they got there, and how they liked it,” said Phillips.

An ardent student of career assessment tests, Phillips would tell her friends that the best way to advance their careers was to “figure out what they like to do, and to do it. The money would follow.” With a little prodding from her husband, Phillips decided to take her own advice.

Having spent twelve years in the finance industry, two years with IBM, a job she found while on co-op in the RIT MBA program, and ten years with Chase Manhattan Bank, where she rose to Vice President, Phillips had a world of financial expertise at her fingertips. While she enjoyed the analytical nature of the financial industry, it was her work building relationships with individuals in different

industries that Phillips liked best. It was these relationships that earned Phillips her position with DBM.

“Unlike most of the 200 people who also applied for the job, I didn’t have a background in human resources or psychology. What I did have was a ready network of employers I had been working with for over a decade,” said Phillips.

Phillips has achieved great success in her new career. She was named a member of the Rochester Business Journal’s “40 Under 40,” an award recognizing business leaders under the age of 40 who have excelled in their career and have also made significant civic contributions to the Rochester community.

“It was great to be recognized for something beyond career achievements,” said Phillips.

An eight-year volunteer for Lifespan, a non-profit agency dedicated to providing information, guidance and services that help older adults prepare for the second half of life, Phillips has served as both Treasurer and Vice Chairperson of the Board of Directors. Phillips’ civic involvement doesn’t end there. In 2003 she was selected to take part in Leadership Rochester, an organization whose mission is to educate and engage Rochester



Patricia Phillips '90 MBA, Managing Consultant, DBM.

community leaders in overcoming the many challenges facing the Greater Rochester community.

“I would like to consider myself a useful resource for economic development and professional & career advancement for others,” said Phillips.

“Changes in Rochester’s economic structure and the resulting pressures on the area’s work force make individuals like Patricia Phillips an exceptionally valuable asset to our community,” COB Dean, Dr. Thomas Hopkins continued, “We in Rochester are fortunate to claim this COB alumna as one of our own.”

Alumni Flock to Campus for Brick City Festival 2004!

Among the year-long celebration of RIT’s 175th anniversary, the dedication of the much anticipated Gordon Field House & Activity Center, and the recent addition of other campus landmarks including the Kodak Quad, and The Sentinel, Albert Paley’s seven-story, 110-ton sculpture, RIT alumni have plenty of reasons to return to campus. That’s exactly what happened at the fourth annual Alumni Weekend celebration held during Brick City Festival this past October.

A record 5,068 alumni, students, parents, faculty & staff flocked to campus to take part in this year’s festivities, which included an address by Horton Speaker, actor, director, and Golden Globe nominee Robert Redford, a comedy show featuring former Saturday Night Live writer and performer David Spade, and a visit by the Rochester Philharmonic Orchestra, which kicked off the festivities with a concert in the Gordon Field House & Activity Center.

College of Business alums were invited to meet with Dean Thomas Hopkins for his presentation “The College of Business; Past, Present & Future,” in which Dean Hopkins took a look at how the College of Business plans to

continue to be a national leader in preparing students to excel in today’s business environment. Other College of Business faculty members including Professors Pamela Neely, Roberta Klein, and Dr. Bud Kearns were on hand to discuss topics of interest ranging from the new Management Information System curriculum, and how it will better position its graduates for

success in the rapidly evolving 21st century economy, to a discussion of managerial accounting and its role in determining product cost & quality.

If you weren’t able to take part in this year’s festivities, begin making plans for next year now! Alumni Weekend at Brick City festival will be held October 6-9, 2005.



Alumni from around the country and world returned to campus this past October to participate in the 4th annual Alumni Weekend held during Brick City Festival; an all campus celebration encompassing Alumni Weekend, Reunion and Family Weekend.

Two RIT Students are Thirsty for Business Success

Here's a drink to your health: Famous body builder Ernie Taylor blends two cans of tuna fish, a diet Coke, and a banana—and he drinks it twice a day!

Or there's Anatoly Shilman & Marc-Anthony Arena's meal replacement smoothies: flavors like chocolate and peanut butter that taste like a Reese's candy bar or fruit juice mixed with frozen berries and a fresh banana that resembles a thick and creamy milkshake. Both are this month's featured favorites at Shaker's Blends, a new juice bar located at RIT's new Gordon Field House and Activities Center.

Shaker's Blends is an entrepreneurial success story for Shilman and Arena, who opened the juice bar on campus this past August. Shaker's

Blends began as an ambitious project entry in RIT's Undergraduate Business Plan Competition last January. Shilman and Arena, who are close friends and fraternity brothers in Sigma Alpha Epsilon, received a third-prize award of \$1,000 for their Shaker's Blends plan.

"But we're number one because we have turned our plan into a real business," says Shilman. "We couldn't have done it without the support of RIT and the people who believed in us, like Richard DeMartino (assistant professor of management in the College of Business) and Jim Watters (RIT's vice president of finance and administration). Whenever we encountered a problem, they helped us with a solution."

With business booming, Shilman and Arena hope to sell the idea of Shaker's Blends in athletic centers on campuses across the Northeast.

"We're already looking into expanding into local universities, including the University of Rochester and Monroe Community College," said Shilman.

"It's wonderful to see the success Mark-Anthony and Anatoly have achieved in such a short period of time," remarked Dean Thomas Hopkins. "RIT's Undergraduate Business Plan Competition is designed to give students a leg up in establishing their own business venture. I'm thrilled to see that these students have been able to leverage this opportunity."

The COB business plan competition is an annual event in which RIT students are invited to submit their ideas for a new business venture. Winners, selected by a panel of RIT fac-



Co-founders Anatoly Shilman and Marc-Anthony Arena, 4th year students in the packaging science and management programs respectively, pose in front of what they hope will be the first of many "Shaker's Blends" franchises.

ulty members and alumni entrepreneurs, are chosen on a basis of the realistic prospects for the plan, compelling nature of the market potential, clear definition of the target market, and accurate understanding of start-up costs and revenues.

Faculty Column

Dr. Richard DeMartino, Assistant Professor of Management, has been selected to serve as a member of the steering board for the inaugural Rochester Regional Business Plan Contest. The contest, co-sponsored by RIT, High Tech Rochester, the University of Rochester, Greater Rochester Enterprises and Infotonics Technology Center will be awarding a total of \$75,000 to three winning business plans submitted by local entrepreneurs.

Dr. Eugene Fram, J. Warren McClure Research Professor of Marketing, was quoted in *The New York Times* on September 9, 2004. Fram's comments were in reference to Wal-Mart's renewed efforts to repair their corporate image, and can be found in the column titled "At Wal-Mart, the New Word Is Compromise."

Dr. Thomas D. Hopkins, Dean, is serving as a consultant on a U.S. Small Business Administration study of regulatory burdens facing small American business.

Dr. Daniel Joseph, Associate Professor of Management Information Systems, hosted the Western New York SAP Users Group meeting on the RIT campus last September. The SAP Users Group meets four times per year to discuss best practices in implementing and negotiating SAP software.

Dr. Thomas Pray, Professor and Chair of the Department of Decision Sciences and Management Information Systems, delivered a training seminar based upon his business simulation program, DECIDE II, to employees at Cadence Design Systems during a recent trip to Scotland.



Adam Yervasi '04, College of Business Class Gift Co-chair presents a check to Dean Thomas D. Hopkins at last May's graduation ceremony. With fellow co-chairs, Thomas DiPietro, Charles Frye, Porsche Haag, Timothy Pruszynski and Erica Shields, the College of Business Class Gift committee raised a record \$4,400 to benefit the College of Business Class Gift Endowed Scholarship.



The College of Business kicked off its 2004-2005 Alumni Executive Breakfast Briefing Series on September 30, 2004 with a presentation from 1986 accounting alumnus Philip C. Gelsomino, II, CPA, Chief Executive Officer of The Restaurant Group LLC. The Restaurant Group owns and operates seven Perkins Restaurant & Bakery franchises in the greater Rochester and Buffalo areas. Gelsomino discussed the history of Perkins Restaurant & Bakery in Rochester, as well as the state of the restaurant industry overall, a huge category which is currently experiencing dramatic growth and realignment. Pictured above is Gelsomino with members of the Business Leaders of Tomorrow student organization, Michael Murphy, Alexander Nguyen, Christian Davies, and Robert Beucler.

Alumni Notes

Have you contacted your Class Agent? If you would like to submit a class note for publication in the next issue of *Dividends*, or if you just want to say "hello" to an old classmate, send your Class Agent an email to let them know what you've been doing since graduation! To learn more about the Class Agent Network, and to learn how you can become a Class Agent visit our web page at www.cob.rit.edu/alumni/development/can.

College of Business Class Agents:

- 1961** Donald Naylor
ddnaylor@rochester.rr.com
- 1961** Judith Sturge
mktg100@aol.com
- 1973** Susan Jane Foley, MBA
susan.foley@comcast.net
- 1973** Donald P. Wilson
dwilson@catholiccourier.com
- 1976** Mary C. Dunay
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- 1978** Michael G. Mino, MBA
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- 1979** Susan Jane Foley, MBA
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- 1984** John Robert Brown
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- 1995** Todd R. Delaney
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- 1999** Duane W. Shearer
duane_shearer@yahoo.com
- 2000** Yolanda H. Lewczuk, MBA
lewczuk73@hotmail.com
- 2002** Kristin A. Metz
kristinmetz@hotmail.com
- 2004** Porsche Haag
porsche_haag@yahoo.com

1950

Kenneth C. Gernold '50 is self employed as an Apartment Complex Manager and has recently won an award for his recently restored 200-year old mill, located in Avon, NY.

1953

Ronald Dworsky '53 is enjoying retirement, travel and his grandchildren, in that reverse order...

1967

Paul E. Bauer '67 had spent nearly 25 years with Rykoff-Sexton, Inc. as a buyer for the Norwood, MA distribution center before he started his second career with Peet's Coffee & Tea, Inc. where he works in the Wellesley, MA store. In spring 2004, Paul was voted by his peers to receive the, "Peetnick," of the year award. Having completed five years with the company, Paul is now semi-retired and no longer in management - a heavenly and healthy

career move. Paul hasn't been sick one day since he made the move!

1972

Nancie A. O'Neill '72 has accepted a position with Pinnacle Entertainment Inc, a gaming and hospitality organization as Director of Leadership Development & Training. Previously Nancie was in charge of guest services training with Bellagio resort in Las Vegas, NV.

Richard I. Potter '72 is proud to have celebrated 31 years of running his own retailer fabrics shop, and has recently returned from Santa Fe, NM where he and his family were vacationing. Additionally, Richard is looking forward to traveling to Perth, Australia to see his son David graduate from Curtin University in December, 2005. Richard has been married to Linda Johnson Potter, a former NTID student for over 29 years.

1974

Douglas Hunt '74 is employed as World Wide Manager, Service Systems, for Eastman Kodak Company's Digital and Film Imaging Systems Group. Douglas resides in Fairport, NY with his son, now 15 years old and daughter, 11 years old. He is looking forward to retiring in a few years and beginning a second career as a teacher.

1976

Terry Gertner '76, owner & president of Donut Maker, Inc., in the Denver area, has been in business for 15 years and plans on celebrating by vacationing in Maui with his wife and 14 year old son.

1978

James Plumadore '78 has been promoted to Regional Vice President for Computer Education Services in Albany, NY.

1982

Paul C. Graham '82 is a Supply Chain Specialist for the Direct Die Feeder division of Hover-Davis, Inc. in Rochester, NY. Hover-Davis is an OEM for printed circuit board machinery. Additionally, Paul married Anne Marie Ricci on August 23, 2003 at the Episcopal Chapel of the Good Shepard in Rochester, NY.

1985

Kelly Collins '85 is enjoying her new job as Security Vice President, Government and Homeland Protection for GE Infrastructure.

1986

Sue (Connor) Freeman '86 MBA would like to announce the publication of their latest guidebooks, "Take a Paddle - Western New York Quiet Water for Canoes & Kayaks" and "Take a Paddle - Finger Lakes New York Quiet Water for Canoes & Kayaks." For details visit www.footprintpress.com.

1988

Shirley Devine '88 has been living in Springfield, VA, and began working for the Principal Deputy for the Secretary of the Air Force for Acquisition in June 2004. Shirley's oldest daughter, Megan, will be graduating from col-

lege in December and her youngest daughter, Caryn, (who was born in Rochester) will be graduating high school in June 2005.

1990

Craig Backus '90 and wife Gail, welcomed their first child, Nathaniel Craig, to the world on July 9, 2004.

1991

Steven Buck '91 and wife Eileen are pleased to announce the birth of their daughter, Emma Morgan, born April 12, 2004 in Rochester, NY.

Ellen Defendis '91 MBA has accepted a position with Deloitte & Touche as the Upstate NY Human Resources manager.

Mark Forte '91 has recently accepted a position with Bernardi & Russo, LLP as a Senior Accountant in their Small Business Advisory department. Mark is also heading up their IT Consulting area, and joins fellow alumni **Mike Russo '81** and **Daniel Sullivan '77** at Bernardi & Russo. Mark now resides in the Rochester, NY area.

Roslyn (Collward) Sanchez '91 has started her own business, Savie Image & Business Consulting, with a focus on style & dressing for confidence as well as a business arm that focuses on cost savings and business efficiencies.

Richard D. Tuxill '91 completed the MBA program at the Graziado School of Business and Management, Pepperdine University in Malibu, CA in August 2004.

1993

Caryn (Twamley) Kayser '93 and husband **Steven '94** would like to announce the birth of twin daughters Vienna Skye and Deva Jade on June 9, 2004. The twins join their big sister Eden Rhiannon, born December 20, 2001.

1997

Laurel Helms '97 married Brett Geoffroy on June 12th, 2004 and has recently accepted a position at AOL as a Sr. Marketing Manager.

1999

Kirsten Knorr '99 is employed by Deloitte & Touche and has recently been promoted to Manager. Kirsten resides in Rochester, NY.

Nicholas Leonard '99 became engaged to alumna **Kara Rogers '02** in July, 2004. The couple plans to marry on June 3, 2006.

Duane Shearer '99 has enrolled at the School of Public Environmental Affairs at Indiana University at Bloomfield and will be earning a MPA in Non-Profit Management.

2001

Andrew Callahan '01 MBA is happy to announce that on July 9, 2004 he married long-time girlfriend Beth Bruce. Drew & Beth are now living in Colorado.

Jerry Furciniti '99, '01 MBA has recently earned the right to use the Chartered Financial Analyst (CFA) designation. Jerry is employed at QCI Asset Management as a Portfolio Manager & Equity Analyst.

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Kelli Pietrantonio '01 has recently moved to the New York City area and is currently employed as an account executive with Text 100, a public relations firm based in San Francisco, CA.

Pano Spiliotis '01 MBA and **Tracie Lamphere '99, '01 MBA** were married on May 22, 2004 in Newburgh, NY. Pano and Tracie are now living in Rochester, NY.

2002

Surand Anand '02 MBA married College of Business alumna **Mamta Gupta '03 MBA** earlier this year. **Surand** is working as a Buyer in the purchasing department of Delphi Automotive Systems. As a buyer, he is responsible for outlining strategies for the castings raw material and break modules product line, which includes streamlining the supply chain and strategically aligning second and third tier suppliers to realize the divisional goal for cost savings. **Mamta** launched her entrepreneurial venture, Disha Group, a beauty products marketing and distribution company.

Michele (Mikki) Manzek '02 is happy to announce the birth of her son, Nathan John Alier, born January 29, 2004. Nathan's big sister, Kayla, is now in the 4th grade and has joined the cheerleading squad. In August 2003, Michele accepted a position with Curtis Total Service as the customer communications coordinator in Allentown, PA, where she had just bought her first home. Michele couldn't be any happier!

Kelly Nowakowski '02 was promoted to Marketing Manager for Huff 'N' Puff, a small home improvement company in Albany, NY in 2003. Additionally, Kelly plans to begin the evening MBA program at SUNY Albany in 2004.

Ebenezer Ogoke '02 now works for AOL's PCTQA department as a Software QA Test Engineer in the Dulles, VA office. His primary focus is on quality assurance testing for new products. Ben is enjoying being part of a winning team!

Kevin Sheldon '02 completed the MBA program at the University of Rochester, Simon School, in June 2004 and is now employed as a Senior Marketing Analyst responsible for scenario analysis, market simulation modeling, and strategic planning for America Online. Kevin is living in the Washington, DC area.

Shannon Slavin '02 is now a second year law student, studying at the Albany School of Law.

Vanessa Welser '02 MBA accepted a position with Mohawk Customs & Shipping, LLC as an importer/exporter in June 2004.

2003

Sandeep Bardia '03 MBA is a partner of Favre Hobeich Investments, a boutique investment advisory firm located in Manhattan, NY.

Scott Beck '03 has been working at Wachovia Securities in Charlotte, NC as an investment banking analyst on the forest products and packaging team since April, 2004. Scott would love to hear from any former classmates and can

be reached at (704) 715-7927 or scott.beck@wachovia.com.

Denise L. Herold '03 was recently hired by Legends Merchandising, Inc. in Rochester, NY as an Operations Manager. Denise is responsible for tracking sales of her assigned stores, looking for trends, and examining those trends to maximize sales and increase customer satisfaction levels.

Geoff Irwin '03 has accepted a position with SAP America as a Senior Support Consultant, and now resides in Newtown Square, PA, just outside of Philadelphia.

Nicholas P. Panepinto '03 is serving as 2nd Lieutenant/Ranger for the U.S. Army. He has completed Airborne School/Ranger School and has recently participated in a Bradley's Leader's course at Ft. Benning, GA. Upon completion of the course, Nicholas left the U.S. for service in Korea.

Carl Schroyer '03 accepted an internship with the Department of Defense with the Undersecretary of Defense within Acquisitions, Technology, and Logistics in Arlington, VA, across from the Pentagon. Upon completion of the internship, Carl accepted a permanent position with a defense contractor, Unisys, in Arlington, VA. His job title is program administrator and he works directly under the Program Manager overseeing payroll and human resource services for Unisys employees working at the Pentagon and on location in Washington, DC.

William Ueland '03 MBA has recently accepted a position with Pricewaterhouse

Coopers, LLP as a tax associate. Will resides in the Rochester, NY area.

2004

Jeffrey Burger '04 accepted a position with Network Solutions as a Software Engineer in August 2004. Jeff now resides in Leesburg, VA, just outside Washington, DC.

Porsche Haag '04 has recently accepted a position with Ducker Research Company, Inc. as Market Analyst, and now resides in the Detroit, MI area.

Chad Tucker '04 has taken a position with Boeing Commercial Airplane's Information Systems Career Foundations Program. He is currently working in the supply chain systems group - specifically the enterprise resource planning competency center. This group is in charge of system architecture for the ERP system that is used on the manufacturing floor for the airplanes. Chad is now living in Renton, WA, just outside of Seattle.

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