

Dividends

Issue 15 - Winter 2006

A “Penney” for His Thoughts—John Cody

John Cody worked his entire life for one company—and 40 years is something almost unheard of in today’s business climate. That fact hit home when Cody mentored a junior achievement group and one young man candidly asked, “Couldn’t you find another job?”

As Cody responded, “There was a different mentality in the ‘50s and ‘60s and companies like JC Penney kept their people and built their business from within. Now we have acquisitions and mergers and don’t know who the new owners are going to be tomorrow. The world keeps changing.”

Cody knows about change. While earning his degree in retail management from RIT in 1964, he completed his co-op at JC Penney, then literally climbed the ladder of the organization—from a trainee and manager in Indianapolis in 1964, to president and chief operating officer in Dallas before he retired in 2000. At times his direct responsibilities shifted from overseeing stores, personnel and merchandise, to geographic marketing, purchasing and distribution, as well as JC Penney’s notable catalog operations.

“I worked my way up but had to make sacrifices as well,” says Cody from his home in Dallas. “I had to move my family a lot, from Indiana, Virginia, New York, Maryland and Ohio, to Illinois and Texas. At times it wasn’t easy for my wife, Patti, and two daughters, Tricia and Catherine.”

Interestingly enough, Cody hasn’t forgotten his RIT roots and still wears his college ring. “It’s amazing how many people notice it,” he says. “I don’t know much about the new RIT, but have fond memories of the old downtown campus.”

Prior to RIT, Cody served as a specialist in the U.S. Army Transportation Corps, and was one of many returning veterans to continue his education in the Rochester area. He especially remembers RIT’s



John Cody '64, retired president and chief operating officer, JC Penney.

College of Business marketing professor Eugene Fram.

“I respect him because what you see is what you get—he is what he is,” Cody recalls. “He had a commitment and a real desire for students to become successful. We lost touch with each other for 25 years, then reconnected. Gene stills sends me an occasional e-mail about what he’s up to or about a business story I might be interested in. He never gives up on his former students.”

Neither does Cody “give up” on something that is close to his heart—namely, The Dallas Opera. As Cody explains, his enjoyment of opera began in the mid-1970s when he and Patti lived in New York City and she would “drag me to performances at the Met.”

“Like many young people today, I had all these misconceptions about opera—that it

was too long, I wouldn’t understand it, or that it was just for old people,” says Cody, who laughs when he remembers how his wife would pack librettos of *Carmen*, *Faust* or *Madame Butterfly* in his briefcase to read while he was traveling.

Presently, Cody serves as president of the board of directors for Dallas Opera—offering his business skills and insights for a new home for the opera company within a proposed state-of-the-art performing art complex in Dallas. The Margot and Bill Winspear Opera House is scheduled for completion in 2009.

“I truly enjoyed my career with JC Penney but I also am enjoying this time of my life,” Cody notes. “If I could tell students at RIT one thing, I would say experience everything, even opera, and get the very best education you can afford.”

Dean's Message



Dr. Wayne Morse, Interim Dean

After seven years of service as Dean of the RIT College of Business, Thomas Hopkins decided to return to the faculty as Professor of Economics. Dr. Hopkins earned his Ph.D. in Economics from Yale University. Before joining RIT as the Arthur Gosnell Professor of Economics, he had a distinguished career in the Executive Office of the United States Government. Throughout his time at RIT, including his seven years as COB Dean, Dr. Hopkins remained active in deliberations on national economic policy, including presentations at Congressional Hearings

and participation in Presidential Economic Forums. Under his watch, the College of Business hired more than twenty new faculty, revised degree programs, established several minors available to all students at RIT, and last year received a reaffirmation of its AACSB accreditation.

While the search for a permanent dean is underway, I am privileged to serve as Interim Dean of the RIT College of Business. One of my first pleasant tasks as Interim Dean was to meet our Special International Scholars at a luncheon sponsored by Dr. Eulas Boyd, Associate Provost for Diversity. Twenty students representing 18 countries attended the lunch honoring these students for having been selected to attend RIT through Fulbright, Ford Foundation and Embassy Scholarship Programs.

In the last issue of *Dividends*, Dr. Hopkins indicated the RIT College of Business would start offering our traditional MBA program in a "Fast Track" one-year version designed for motivated, highly qualified students with strong engineering and scientific backgrounds. More than twenty hearty students entered the fast track one year MBA program last May. During the summer they completed six MBA core courses, one at a time in two week blocks, meeting half a day, four days a week. At the end of the summer the fast track students were mainstreamed in with traditional MBA students on track to complete their degree in May of 2006.

We also re-engineered our Executive MBA program to allow the completion of it in fifteen consecutive months rather than in two academic years. The key to developing this attractive high quality program was to shorten the degree completion time without sacrificing academic quality. We did this by eliminating the summer break. Once students enter the program in the fall they attend classes every other Friday and Saturday (and participate in various out of class projects) until they complete the program requirements at the end of the following fall quarter. With 35 new students enrolled in the EMBA program, more than double the number of students entering last year, the program appears to fit a real need for executive education on the part of highly motivated self employed area business people.

We have also revised our Master of Business Administration - Accounting (MBA-A) program to meet New York State's five year CPA education requirements. In addition to meeting CPA education requirements the program provides the enhanced business education recommended by the American Institute of Certified Public Accountants and emphasizes information technology (XBRL, FARS, ERP, information systems auditing, database management with ORACLE, and so forth) critical for accounting in the 21st century.

Detailed information on these and other College of Business graduate programs is available at: www.RITMBA.com


Wayne J. Morse

Calendar of Events

JANUARY

- 12 **Speed Networking II**
Connect one on one with alums from the Rochester business community at the Strathallan Hotel.
- 24 **Alumni Panel**
Alumni panelists speaking to current students on skills needed to succeed after graduation.

FEBRUARY

- 1 **Alumni Panel**
The second date for our Alumni to come in and speak with the current students.
- 7 **WAN Reception & Speaker**
Susan Riley, the former CFO of Abercrombie & Fitch will be speaking to our Women's Alumni Network.
- TBD **Alumni Breakfast Briefing**
The second of our popular speaker series for the 2005-2006 school year.

MARCH

- 30 **Wine Tasting Event**
Join other College of Business alumni for a wine tasting and silent auction to benefit the COBRA Endowed Scholarship.

APRIL

- TBD **Alumni Breakfast Briefing**
The third of our popular speaker series for the 2005-2006 school year.
- TBD **Herbert W. Vanden Brul Entrepreneurial Award Luncheon**
This award is presented annually to a Rochester-area entrepreneur who has made a major impact on the Rochester economic community.

MAY

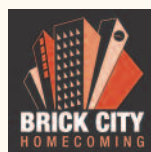
- 5 **Beta Gamma Sigma**
Honoring today's business elite
- 22 **8th Annual College of Business Golf Tournament**
Cobblestone Creek Golf Club
- 27 **Commencement**
Help welcome the Class of 2006 to the College of Business alumni community!

For more information visit www.cob.rit.edu/alumni or contact Donna Slavin, (585) 475-2199, dslavin@cob.rit.edu.

SAVE THE DATES

2006 BRICK CITY HOMECOMING

October 5-8, 2006



Make your hotel reservations early!
Visit www.rit.edu/brickcity
for complete listing of local hotels

RIT Alumnus Stays On the Cutting Edge of IBM's BladeCenter

John Brantley is focused and very “down to business” when he talks about his impressive sales and marketing career at IBM the past 23 years. He’s been through IBM’s hard times during the early 1990s and the company’s recent bounce back to its competitive edge with BladeCenter – “an outstanding product that provides end-to-end solutions for business markets throughout the world.”

Since Brantley was named vice president of IBM’s Worldwide BladeCenter Sales, Systems Group, in June 2003, he has been instrumental in increasing revenues for the division—shipping \$500 million last year with a target of \$1 billion for 2005.

“BladeCenter grew 150 percent last year and this market is so dynamic because it is designed for organizations seeking server consolidation and it’s especially important for e-commerce and e-business applications,” says Brantley from his office at IBM campus in Somers, N.Y.

Born and raised in Boston, Brantley received a degree in business administration from the University of New Hampshire, then immediately joined the IBM workforce as a marketing representative in Bedford. Years later, he was appointed branch manager of sales in Rochester—when he decided to increase his workload by attending RIT’s new executive MBA program, earning his degree in 1995.

“One of the benefits of being away from school for a while is to bring into the academic environment all of the business insights you’ve experienced,” remembers Brantley. “In particular, Dan Tesson’s accounting class sticks out in my mind because he was so knowledgeable on international business

practices. This really has helped me in my world-wide job responsibilities for BladeCenter.”

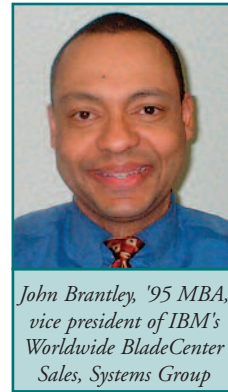
Brantley’s advice to AALANA (African, Latin and Native American) students interested in a business career is to “commit yourself to lifelong learning and understand what is required to be successful in the next position you are looking for.”

“Are you reading the *Wall Street Journal*, *Business Week*, *Fortune*, trade journals from industries you want to get into? Have you taken a public speaking class? You need to start building your industry skills now before you even get the job,” he says.

Brantley recalls one executive he was impressed with who had taken a speed-reading course and could fly—with comprehension—through written material. “As a result, I brought a speed-reading course to my sales branch office and it has had a tremendous impact on my ability to keep ahead of all the material I have to go through to do my job for BladeCenter.”

So what exactly is BladeCenter? It’s an innovative IBM product designed to help solve a multitude of real-world problems—a server that is slim and fits in a single chassis like books in a bookshelf. Each blade is an independent server with its own processor, memory, storage, network controllers, operating systems and applications.

“With BladeCenter’s server consolidation, it takes less power and cooling, reduces cost, streamlines human resources, and offers an efficient use of space,” Brantley explains. “Most businesses are especially impressed because it eliminates hundreds of cables strung through racks to add or remove servers.”



John Brantley, '95 MBA, vice president of IBM's Worldwide BladeCenter Sales, Systems Group

Although Brantley’s job responsibilities can be stressful, he bikes and exercises six days a week, and takes time out for family life with his wife, Betsy, who runs a consulting practice, and their 14 year-old daughter,

Carlyle, and 8 year-old son, Chad.

“I have a really cool job where I continue to learn and have fun,” Brantley says. “This technology can really improve businesses—from universities, Wall Street and a children’s hospital in Spain, to the Hollywood Studios. In fact, for Play Station games and movies like “Lord of the Rings” and “Harry Potter”, all the animation was done on Blade servers.”

While Brantley’s job responsibilities take him to destinations across the U.S., he also travels to China, Japan, Korea, Taiwan, Hong Kong, South America and Europe. One thing he has learned is always to carry “Power Bars” as meal supplements.

“When I was in China last November, one of the appetizers was duck tongue,” Brantley recalls. “I put it on my plate and was going to try it when I saw someone put the entire thing in his mouth. He kept chewing and chewing and it looked like such hard work—like chewing an entire chicken wing, bones and all—that I passed on the experience.”

Alumni Helping Alumni - Strengthening COB Connections

The College of Business Development & Alumni Relations Team has initiated a new program, “Alumni Helping Alumni.” This will be an invaluable tool for alumni to collaborate with one another for guidance and advice throughout their professional careers. Top universities in the country, such as Yale and Harvard, have succeeded in building strong alumni networks—focusing on the premise that former students feel a great sense of unity and affiliation to their respective schools.

The RIT College of Business is intent on creating a similar model, but how can this be accomplished?

This is where YOU come in.

What’s needed is a strong commitment from COB alumni to attend a variety of networking events where they will have opportunities to meet other alums. But beyond this however, and what will hopefully set this program apart, are the new online resources available to assist in building this network.

The COB Alumni Website, www.cob.rit.edu/alumni, has undergone a complete makeover—including an Alumni Helping Alumni section with both an Employment and Business Directory.

The Employment Directory features a listing of job openings, divided into fields of business expertise. Additionally, employed alumni can post job openings from their company, which

may help recent and future COB graduates entering the job market.

The Business Directory is an area for alumni to list their company information to be viewed by people looking to outsource particular services.

In order to make this work we need alumni participation. First, take time to visit the College of Business Alumni website, click on Alumni Helping Alumni and add your company to the Business Directory today. Then, regularly visit these pages for any employment and business needs your company may have.

For more information on this program contact Adam Platzer, (585)475-2354, aplutzer@cob.rit.edu.

Tony Green and Josh Molinari - Fajita Kings

When Tony Green shook hands with his freshman year roommate Josh Molinari in the fall of 1999, the thought never crossed his mind that he had just met his future business partner. Green, the local Aquinas graduate had been matched up with the Oswego, NY native Molinari because they were both looking to be on the varsity lacrosse team. Good pairing by RIT Student Housing. The two became best friends, teammates on the lacrosse team, and roommates for the rest of their years at RIT.

It was during these years together that College of Business graduates Molinari ('04) and Green ('03) were always thinking of starting their own business together. "Why work for someone else when we can work for ourselves," Molinari would say to Green.

It wasn't until Molinari was eating at an upscale "fast food" Mexican restaurant down south that inspiration struck. "There was nothing like that in upstate New York, so it seemed like a unique idea," Molinari says. "So Tony and I sat down and discussed how we could replicate a business like this up north—in the Syracuse area."

After putting together a business plan, the next concern was obvious—how do we procure money for the project. The two considered potential investors and, ironically, their best prospect was Molinari's high school lacrosse coach. He had done similar successful investments over the years, and after hearing their plan,

gave his full support to the young entrepreneurs.

The two were quickly off and running but had to first decide if they wanted to franchise an already established Mexican restaurant or start from scratch. They considered a franchise, but decided they wanted to build the company from the ground up.

"That also meant developing new recipes even though we never considered ourselves very good cooks," says Green with a laugh. "So we slaved in the kitchen, testing recipes on some of our friend's parents."

And as Molinari admits, "we went through more than 100 different ways to make salsa until we got it right and received approval from our 'test subjects.' We got much luckier on our guacamole recipe and only went through two recipes before it got the thumbs up."

Next was setting up the locations—including choosing areas, ordering equipment and recruiting employees.

"During our years in the College of Business we always wondered, 'When are we ever going to use some of this stuff?' Well now was the time," says Molinari, who remembers his thoughts while doing a census study in Kevin Scully's marketing research class. And to Molinari's relief, he knew exactly how to utilize a census to choose locations in Syracuse and Oswego.

Next came the equipment, "and we had no clue how to use it," Green says. So they would stay late nights trying to figure out how each



Tony Green '03, started his own business, the Fajita Grill, with best friend Josh Molinari '04.

piece of equipment worked, making a mess in the process.

"The next challenge was hiring employees. Oswego was easy because we had 150 applicants, but Syracuse was a different story and we had to scramble to hire people before our target date." Molinari explains.

The two partners decided to open Fajita Grill when the NCAA Men's Basketball tournament was held in Syracuse. At the last minute they found enough employees and their business was born in March 2005.

The Syracuse location, near the university campus on South Crouse Avenue gets a good influx of college students. Meanwhile, the Oswego restaurant, located in more of a suburban area on Route 104, receives more of a high school and family crowd.

As far as the Fajita Grill menu goes, it is packed with everything a Mexican cuisine lover would salivate over. This includes tacos, burritos, quesadillas, nachos, rice bowls and of course their famous fajitas. What makes this establishment different from competitors is in the way customers order their food. Molinari compares it to a "Subway" style of service where customers go down the line of ingredients, choosing what they want in their fajita or burrito. This way the customer is getting exactly what they want and in the portions they want.

To further separate the Fajita Grill from the pack, the two RIT alums stress the freshness of the ingredients, which are made on a daily basis. Their website (www.fajitagrill.com) even boasts that they don't even own a freezer, so the food has to be fresh! The company slogan: "Fresh Food. Fast. FAJITA GRILL."

For the first two months, they ate what they promoted in their restaurant and worked every day from 7 a.m. to 3 a.m. "But all this hard work has paid off," they say, "and we are looking at opening three more Fajita Grills to reach our goal of five locations, as well as planning opportunities to franchise."

Today, the company is steadily making a profit as these two "fajita kings" are enjoying being their own bosses and learning a lot about being entrepreneurs. Lesson 1: It's a whole lot of work!

Wayne Morse Named Interim Dean

In October 2005, Wayne J. Morse was appointed Interim Dean of the College of Business as the search for a new dean continues. Former Dean Thomas Hopkins, currently on sabbatical, plans to resume his former position as professor of economics in the College of Liberal Arts at RIT. Morse previously served as College of Business Senior Associate Dean and Chair of the Accounting and Finance Department.

"It was an honor and a privilege to work with Dean Hopkins," Morse says. "He was a highly supportive and caring supervisor, and I wish him the best as he returns to the economics faculty."

An Illinois CPA, Morse received a BBA degree from Siena College, an MBA from Cornell University, and a Ph.D. from Michigan State University. Prior to joining RIT he served on the faculties of the University of Illinois, Duke University, the University of Tennessee, and Clarkson University. Prior to joining RIT he served as Chair of the Department of Accounting and Information Systems at the University of

Alabama in Huntsville. He is an author or co-author of more than 50 published papers, monographs, and textbooks while also being a founding member of the Management Accounting section of the American Accounting Association.

Morse will take on many new functions in this new position. "As Interim Dean, I view my role as much more than a manager of current operations with an inside focus," Morse says. "My plan is to continue to move us forward in a manner that will make my temporary position attractive to a number of highly qualified permanent dean candidates."

"To do this, I look forward to spending more time out of the office interacting with COB alumni and the business community," Morse explains. "I also anticipate a leadership role in COB strategic planning. Perhaps, with the support of our alumni and friends, the next permanent dean will have the opportunity to move into a remodeled building—which will help us meet the expectations of business education in the 21st century."

Faculty Column

Dr. Sandra Rothenberg, Assistant Professor of Management has been awarded tenure, effective September 1, 2005.

Dr. Wayne Morse, Senior Associate Dean and Chair of the Department of Accounting and Finance, has been named Interim Dean to the College of Business, effective October 24, 2005.

Dan Tesson, Assistant Professor of Accounting, has been elected to the Board of Directors of the Genesee Regional Bank and to the Board of Directors of Safety Components International, Inc., a publicly held, South Carolina-based supplier to the auto industry.

Erhan Mergen, Professor of Decision Sciences, has had two publications this year "Integrating Several Variance Estimators," and "Effect of Multivariate Process Instability on Principal Component Analysis - A Case Study."

Thomas Tribunella, Assistant Professor of Accounting, won the Best Paper award for a manuscript he co-authored with his wife Heidi who is a Senior Lecturer at the Simon School of Business Management at the University of Rochester. The award was given to Dr. Tribunella by the Accounting Information Systems (AIS) Educators Association at the 2005 Conference for a paper titled, "An Economic Method for Ranking AIS Journals." This is the second year in a row Dr. Tribunella has won the award.

Clyde Hull, Assistant Professor of Management, has been published on the subject of deploying new technological processes in existing businesses focusing on innovation, strategy, and entrepreneurship.

Platzer Named Associate Director of Alumni Relations

Adam Platzer has joined the staff of the College of Business as the new Associate Director of Alumni Relations. Platzer, who came on board in mid-September, recently served as Marketing and Communications Director at Spinergy. His prior position was in sales at Paychex.

Platzer has strong connections to RIT—receiving both his BS ('01) and his MBA ('02) from the College of Business. In addition, Platzer distinguished himself with the RIT lacrosse team as starting goalie for four years ('97-'00), and he was a two-time Division III All-American ('99 & '00), as well as an academic All-American ('00).

As associate director, his job responsibilities will include helping foster better relationships between the College of Business and its alumni while working with various groups to accomplish his initiatives.

"I am honored to be back at RIT and also



Adam Platzer '01, '02, new associate director of alumni relations within the College of Business

excited about the future growth of the College of Business," Platzer says. "The college has taken tremendous strides over the years and I will work hard to further enhance its stature."

Adam Platzer can be contacted at 585-475-2354 or email aplatzer@cob.rit.edu.

50 Under 40

The "50 Under 40" is a special group of College of Business Alumni that are under the age of forty and have participated in the annual fund by joining the Nathaniel Rochester Society (NRS). NRS is an organization formed to recognize RIT's most generous supporters who qualify with an annual donation of \$500. Younger alumni (under 40) can join this exclusive group by donating at a discounted rate of \$250. Under 40 COB Alumni who give at this level will have their name engraved on our "50 Under 40" plaque located in the lobby of the college. Furthermore, being part of NRS has numerous benefits including invitations to NRS events, listing in the RIT

Appreciation Report and subscriptions to various university publications. Join today by filling out the College of Business Annual Fund

form on page seven of this issue of *Dividends!*

Current "50 Under 40" members: Jae Berlik, Robert Beveridge, Joan Carr, David Carr, Kimberly Conti, Tasha Coistek, Dionisios Favatas, Laurel Helms, Bryan Hensel, Brian Kuzniar, Mary Murphy, Robert Palmer, Kenneth Philbrick, Elisabeth Postler Howard, Donald Rider II, Russell

Schwartzbeck, Alexandria Schwartzbeck, Sherwood Seward, Kevin Sheldon, Sherry Spallucci-Tse, Judith Stellakis, Ashley Tracy, John Vanderlinden and David Warth.



50 Under 40 Plaque

NEW FEATURES on the COB Alumni Website

www.cob.rit.edu/alumni

New Home Page - The home page is great for alumni to book mark and visit frequently to get a quick overview of what is happening for COB Alumni. There is a shortened calendar with the upcoming three events and an Alumni Spotlight featuring stories on various alumni and what they are involved in.

Alumni Helping Alumni - This area lets COB Alumni network online and help each other throughout their professional careers. There is an Employment Directory to look at jobs that are suited for COB Alumni and a Business

Directory for alumni to list their company information to be viewed by people looking to outsource particular services.

Online Event Sign-up - Back by popular demand. Simply input your name and e-mail to RSVP for any COB alumni event.

Dividends Newsletter - All previous issues of the newsletter are here to view with an area to submit your Class Notes to be published in *Dividends* to let other alumni know what you have been up to.

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 e-mail 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, contact Adam Platzer at aplutzer@cob.rit.edu.

College of Business Class Agents:

- 1961** Donald H. Naylor
ddnaylor@aol.com
Judith Sturge
mkig100@aol.com
- 1973** Donald P. Wilson
dwilson@catholiccourier.com
Susan Jane Foley, MBA
susan.foley@comcast.net
- 1976** Mary C. Dunay
mcdunay@att.net
- 1978** Michael G. Mino, MBA
mmino@propertyboss.com
- 1979** Susan Jane Foley, MBA
susan.foley@comcast.net
- 1984** John Robert Brown
john@brownrecruitinggroup.com
- 1991** Laura Scott
LScott@cartech.com
- 1992** Ed Carroll
ejcarrol@yahoo.com
- 1995** Todd R. Delaney
todddelelany@yahoo.com
- 1998** Karen M. Eisenberg
karen_eisenberg@urmc.rochester.edu
Patricia A. Tracy
tricia_dphie@hotmail.com
- 1999** Duane W. Shearer
duane_shearer@yahoo.com
- 2002** Kristin A. Metz
kristinmetz@hotmail.com
- 2003** Herman Lee
hermanator@alum.rit.edu
- 2004** Porsche Haag
porsche_haag@yahoo.com

1961

Judy '61 and **Jack Maltby '61** were awarded the 2005 Volunteer of the Year award by the General Federation of Women's Clubs of Anthem, AZ. The past year the Maltbys contributed over 2,000 hours of their time to local organizations. Jack is involved with the Anthem Posse, Boy Scouts of America, Rotary, Anthem Safety and Services committee, American Legion. Judy volunteers with the Anthem Posse Auxiliary, Boulder Creek High School, Friends of the Library, Community Services Chair for a ladies group and Habitat for Humanity. The award states the Maltbys were chosen to receive this award "for their remarkable efforts to improve the lives of others."

1964

Sandra Bruehling '64 is working as Vice-President & Real Estate Broker at Seacoast Equities, Inc. in San Diego. Would like to hear from fellow classmates from the College of Business who graduated in 1964 and anyone who was a member of the Muggers Club at the old Pastime.

1970

John Marr '70 and wife Ada have moved their printing business, *Printing Zone*, to Dade City, FL. This is their third store.

1975

Gerald L. Shreve '75 retired from the Army Reserve in 2001 after 38 years of service. Two years later Jerry retired from a career in the Food Service industry. He now lives in McKinney, Texas, and spends weekends raising cattle on his 100 acre ranch in west Texas.

1977

Michael O'Brien '77 MBA has joined Morgan Stanley as a Financial Advisor, based out of their Alpharetta, Georgia office.

1979

James Mannino '79 is Executive Vice President/Partner with Tanenbaum-Harber Company in New York City. Tanenbaum-Harber is a large regional insurance brokerage specializing in the consultation services and placement of insurance primarily for large real estate properties/portfolios in Manhattan and the NYC metropolitan area. His primary responsibilities include the production of new business and he acts as chief liaison in the negotiations and in maintaining relationships with 20 or more national insurance companies.

Karen Ryan '79 is the new owner of the *I Am Complete* on-line publishing and eBook store in Arden, NC.

1982

Shaun Buckley '82 recently joined JC Jones & Associates, LLC, headquartered in Pittsford, NY as a consultant.

Judy Kodela '82 is now a Licensed Acupuncturist and Medical Qigong Therapist practicing in the Albany, NY area.

1983

Brian Adelstein '83, is now the Director of Development for the Cleveland Clinic Heart Center.

1984

Angela (Van Den Bosch) Waldriff '84 opened a second location for her retail clothing store, in Lockport, NY. It carries ladies and mens clothing and footwear, and is called Ashlee's Place and TJW Men's.

1986

Sue Freeman '86 MBA is the author of a new book, *Cobblestone Quest - Road Tours of New York's Historic Buildings*, published by Footprint Press. *Cobblestone Quest* offers 17 self-guided car or bicycle tours for learning the history and observing the diversity of unique cobblestone

buildings in Western New York State.

1987

John D. Abbott '87 MBA, formerly the Deputy Superintendent of the East Irondequoit Central School district was promoted to Interim Superintendent for the 2004-2005 school year.

Hali Marotta Figueroa '87 is Co-Owner and Manager of Weigelia Gardens, East Brunswick, NJ, a full service Garden Center. Hali is very involved with local and community volunteer and fundraising activities and is leader of Troop 116 EB and East Brunswick Service Unit Recruiter and Organizer.

1988

Michael Kane '88 is the Controller of CSD (also known as Communication Services for the Deaf, Inc.), headquartered in Sioux Falls, SD where he has been employed since November 1999. Since graduating from RIT, he was a staff accountant at Blue Cross / Blue Shield of Western Pennsylvania (Pittsburgh, PA) and a director of business affairs at the National Association for the Deaf (NAD) (Silver Spring, MD). He also holds a master's degree in business administration from Gallaudet University. Michael is married to Erin Murphy, formerly of the Washington, DC area.

1990

Peter Barclay '90 married Kelly Crowe on April 30, 2005. The happy couple is now living in Washington, DC.

Kimberly Conti '90 has opened her own global real estate investment corporation, Kimberly's Inc. based in San Luis Obispo, CA. **Mary Lynn (Seymour) Maurice '90** was recently promoted to Assistant Vice President at Wachovia in Charlotte, NC.

1992

Elisha Kasinskas '92 has been named Marketing Director for Mapping Analytics of Rochester, NY.

1993

John James '93 MBA has been living in Raleigh, NC with his wife and children for the past ten years and loves it. He markets a suite of medical/healthcare software for Misys Healthcare Systems.

Richard Kehl, '93 after leaving a 10 year public accounting position in November 2003, and becoming the Director of Accounting at International Resources Group, Ltd. in Washington D.C., Richard has had the opportunity through his new job to see some very interesting parts of the world.

1994

Rosanne (VanDuzer) Lissow '94 and husband Thomas are happy to announce the birth of daughter Jennifer Lissow born July 18, 2004 in Cary, NC.

(continued on page 7)

Alumni Notes . . . (continued from page 6)

1995

Rebecca Lucyshyn '95 and her husband Sam welcomed twins: Mia and Jessica in July of 2005.

Jeff Ziskowski '95 recently returned from a vacation to Easter Island, Chile. He proudly took part in the College of Business study abroad program in Sheffield, England while at RIT. This opened up his love for international travel and he has now vacationed in 17 countries. He is presently a Niku Project Consultant at Brown Brothers Harriman in Boston.

1996

Lynne DeFilippo '96 MBA was married on May 7th of this year to Ryan M. Shoars.

1997

Balazs Feher '97 MBA and Zsófia Villanyi were married in August 2005. Balazs works for GE Lighting as European Product Manager.

Scotty Rill '97 has moved to Los Angeles with his girlfriend and is now the Group Manager of Search Engine Marketing for lowermybills.com.

Julie Zirnheld '97 recently completed the MBA program at the University at Buffalo. Julie is now employed by Rich Products Corporation working as a Senior Recruiter. Rich Products is a family owned foodservice company headquartered in Buffalo, NY.

1998

Saul Sternschein '98 married Sari Herskovitz on June 18, 2005. They currently reside in New York City.

Kelly Stone '98 has accepted a position as Associate Product Manager, Softsoap Liquid Handsoap at Colgate-Palmolive in Manhattan after spending the last 2 years at Playtex Products working on the Playtex Baby business.

Meghan Wood '98 has been promoted to Key Account Manager at Fisher-Price in East Aurora, NY.

1999

Hang Xu '99 MBA and **Wei Wu '00 MBA** welcomed their daughter Leqi Coco Xu on August 30, 2005.

2000

Ryan Bonvillian '00 MBA lives with his wife Tara in Longmont, Colorado and has been promoted to Sales Manager for the Paychex sales office.

Raymond DeJohn, Jr. '00 has accepted a position at Johnson & Johnson/McNeil as a Senior Strategic Planner. Ray is responsible for analyzing integral plant capacity for all sites, making new product production decisions and recommending capital investments, as appropriate.

Michelle Munro '00 was promoted to Senior Fund Accountant at JPMorgan Chase in Boston, MA. She resides in Boston with her husband, Greg Munro (CIAS '00).

Jamie Lynn Waller (Marciniak) '00 was recently named President of the Syracuse Ad Club.

2001

Andrew Callahan '01 MBA is working as a Territory Manager of Sports Medicine for EBI Medical, an orthopedic sales company in Denver, CO. Andrew was married to Beth Bruce on July 9, 2004. Beth is a high school teacher in the Golden, CO area.

Kate Shaunessy '01 was recently promoted to Associate Marketing Manager, working on CocoaVia Brand TM, for the newly created Mars Nutrition for Health & Well-Being, a division of M&M Mars/Mars Inc.

David Glowish '01 has recently been promoted to Assistant Vice President in Corporate Finance at Wachovia Bank, Charlotte, NC.

Steve Wagner '01 resides in Des Moines, Iowa and works as a Programmer for the Iowa Foundation for Medical Care.

2002

Nick Anderson '02 currently serves as President of MaxCompute Inc., an IT consulting and web hosting company based in New York City

Scott Sylvester '02 has started a new job as a Programmer Analyst at Boeing in the Space and Intelligence Systems division.

Scott Zygodlo '02 Executive MBA accepted a new assignment within Bausch & Lomb. Effective April 4, 2005 he assumed the role of Director of Manufacturing for B&L's Surgical Products Facility in Clearwater, FL. His previous position was Director of Program Management for US Surgical. Scott's wife, CJ and two children (Jack, 8 and Audrey, 5) have also relocated to Florida.

2003

Shipra Chaturvedi '03 MBA was married to Atul Bansal in November 2003 and had a beautiful daughter Shreya on August 21, 2005. Shipra is now working for a BPO Consulting Company, RvaluE Consulting in New Delhi, India.

Ariane Krenichyn '03 is currently employed full-time at Harris Interactive as a Qualitative Research Analyst/Moderator.

Jeffrey VanTassel '03 has completed his first year at Paychex in the Client Service Center working with 401k clients.

Stacey Wronkowski '03 has recently accepted a new position this past summer with Ernst & Young as a Senior Consultant in the Technology and Security Risk Services group.

Jennifer Yox '03 was recently engaged to Jason Doern (Packaging Science) and was married in August 2005.

2004

Tianay Hardy '04 is working for Teach for America as a 1st grade teacher in Atlanta, GA. In addition, Tianay is in graduate school at Agnes Scott College working toward her GA Teachers Certification and Masters in Early Childhood Education. She loves her job!

Brad Hunter '04 MBA earned his MBA in three quarters from RIT and is now the new Business Development Manager for DocuLegal in Rochester.

Marisa Santiago '04 is working at her dream job as a sales representative for Diamond Comic Distributors. She is responsible for helping new comic book stores get off the ground and finding new outlets for their products. Marisa is living in Laurel, MD.

2005

Christopher Churmusi '05 accepted a position as a Marketing Research Assistant with KSI, Inc., one of Washington DC's largest real estate developers.

Brett Daly '02, '05 MBA is working at BCC Software in Rochester, NY as a Marketing Specialist. Brett's work focuses on marketing research, search engine optimization, and BCC Software's public relations efforts.

Todd Mirabella '05 recently married Amy Webster in a ceremony at a lighthouse on Martha's Vineyard, and is currently running a hedge fund in Rochester that trades foreign currencies.

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