

# Dividends

Issue 16 - Spring 2006

## A Window to Anthony Crupi's Success

Anthony P. Crupi had his own window to the world at a young age. As a child growing up in Watertown, N.Y., he was highly active—enjoyed life so much, that he wouldn't sleep more than three or four hours a night. So his father, Philip, put a window in the attic so his son could play and not disrupt the rest of the family—his mom and three sisters.

His tirelessness was a form of energy and zest for life; he was always looking for the next opportunity.

At age seven, Crupi opened the window to his first career opportunity—selling newspapers at Fort Drum. Three years later, he was employed at his family's business, Crupi's Motel in the Thousand Islands, and during high school at age 16 he secured a position with Acme Food Markets.

Crupi's early work ethic fully prepared him for the future as president and CEO of Latran

Technologies—an independent company that was purchased from Polaroid. A recognized leader in the Graphic Arts/Printing and Publishing Market, Latran's claim to fame is their Laser Ablation Transfer (LAT) Technology system, which produces real dots and uses real ink pigments to produce high-resolution proofs.

In his "spare time," Crupi is also a partner and managing director of the private equity investment banking firm, Andlinger and Company, Inc. of Tarrytown, N.Y.

So how did Crupi, who was about to graduate from RIT ('68) with a degree in business administration and marketing, land his first job in the printing and publish-

ing industry? Bedford, Mass. "I couldn't get past the woman setting up the interviews because she kept affirming that only printing and photo majors could apply, so I waited until she went to lunch and got a student to sign me up for an interview that afternoon."

"I wanted to work for DuPont because I liked the name of the industrial giant," Crupi says. "They hired me, and I found out later from the dean that my starting salary of \$750 a month was the highest offer to any student that year," Crupi says. "I had zero knowledge about the job, but I've always had a great deal of tenacity."

Crupi remembers his job titles by where he lived at the time, and during his career span, he has zigzagged across the country—from New York, New Jersey, Delaware, Philadelphia, and Virginia, to Washington, D.C. and southern California.

He left DuPont in 1973 to assist in the restructuring of the graphic arts business for Aniline and Film Corp. (GAF). "But in the late 70s when the price of silver was skyrocketing, GAF was about to close the business," Crupi says. "So with an aggressive team of managers, I went seeking a private investor. We met success in 1980-81 when we met Gerhard Andlinger."

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*Anthony Crupi '68, president and CEO of Latran Technologies.*

*Photo © Stanley Rowin*

ing industry?

"At RIT, I always kept a sport jacket and tie in my car. When I heard DuPont was interviewing students on campus, I used a little bit of strategy," recalls Crupi from his Latran office in

## Frank Sklarsky Offers Food for Thought

Frank Sklarsky is a well-seasoned financial executive in more ways than one.

After being hired at ConAgra Foods, Inc. in late 2004, Sklarsky says, "I got five great years of experience in my first year. We've had a new CEO, a new senior team, a little turmoil, but at least we've now proved we've all got strong stomachs."

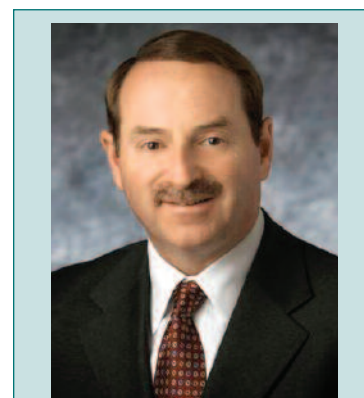
Sklarsky is ConAgra's executive vice president and CFO, responsible for the financial health and integrity of the third largest packaged food company in North America. The company's brand products are utilized in all segments of society and can be found in more than 95 percent of households. Popular consumer items include: Redd-wip, Van Camp's, Healthy Choice, Hunt's, Pam, Wesson, Marie Callender's, Swiss Miss, Slim Jim, Egg Beaters, Act II, Orville Redenbacher's and Chef Boyardee, among others.

According to Sklarsky, one of the first decisions by the company's new "dream team" was to divest some of the business—shedding less profitable products such as seafood and packaged meats.

"I arrived here during a tumultuous time and the company needed major restructuring," says Sklarsky from his corporate office in Omaha. "We had to focus on our most profitable and biggest markets in order to maintain ConAgra's focus and identity."

Sklarsky knows about focus and identity: he's applied it in his own life. After graduating from Williamsville North High School ('74) near Buffalo, he followed his sister's footsteps to RIT, planning on a degree in engineering. However, Professor Eugene Fram from RIT's College of Business successfully ran career interference.

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*Frank Sklarsky '78, executive vice president and CFO of ConAgra Foods, Inc.*

# Dean's Message



Dr. Wayne Morse, Interim Dean

The search for a new College of Business dean is well under way. A search committee composed of faculty, staff, members of the business community, and students, chaired by Dean Harvey Palmer of the RIT College of Engineering has developed a position description. Key elements of the position description are outlined below:

The University seeks a visionary and dynamic leader who will:

- Leverage the many assets of RIT as an institute of technology to develop programs and partnerships that focus on innovation and commercialization in a global context
- Build strong partnerships with businesses in the region for mutual benefit
- Develop strategic initiatives that will enhance the regional and national stature of the College

- Articulate the College's vision to its key constituencies
- Expand the financial resources of the College
- Strengthen the links between the College, its alumni and business community partners

The Dean is the chief academic, fiscal, and administrative officer, and has a key role in securing funds for the College's initiatives. The Dean reports to the Provost, manages an operating budget of over \$10.0 million, and is the primary representative of the College within RIT and to alumni, industry, government, foundations, and the community-at-large.

Candidates should possess an established record of leadership and administrative experience in an academic or business environment, a strong commitment to diversity, a solid background in technology, outstanding communications skills, and the ability to relate effectively to a broad range of individuals, from students to corporate leaders. The goal is to attract an individual who will embrace a vision for the College that appropriately balances theory and application, experience-based and scholarly-based learning, consistent with the core strengths of the Institute overall.

Women, minorities and individuals who are able to contribute in meaningful ways to the university's continuing commitment to cultural diversity and pluralism are encouraged to apply.

RIT selected Diversified Search, a full-service executive search firm, to assist with the support work involved in identifying and initially screening candidates for this key leadership position. Inquiries, nominations, and applications should be directed electronically to RIT-Dean@divsearch.com.

Of course, the COB continues to move forward while the search is in process. Three new academic initiatives are in development with a target launch date of fall 2007: a BS in Consumer Finance, an MBA concentration in Supply Chain Management; and a prototype degree I refer to as an "MS in the Management of XXX." The "XXX" will be based on a technical area in another RIT college. The goal of the program is to provide students with an undergraduate degree in a technical field with the knowledge, skills, and abilities required to become senior managers/leaders in that field. A key element will be the further enhancement of technical knowledge with graduate course work in another RIT college. Looking ahead, there may be a set of distinctive "MS in the Management of XXX" degrees, with the name of the degree varying with the technical field.

*(continued on page 7)*

## Calendar of Events

### MAY

- 22 **8th Annual College of Business Golf Tournament**  
*Cobblestone Creek Country Club*
- 26 & 27 **Convocation and Commencement**  
*We welcome the Class of 2006 to the College of Business alumni community!*

### JUNE

- 10 **A Day at the Races**  
*Enjoy an afternoon at the Finger Lakes Gaming and Race Track*

### JULY

- 27 **Wild Hearts Charters ~ Sunset Sail**  
*Cruise on Lake Ontario with drinks and hors d'oeuvres*

### AUGUST

- TBD **COBRA Social**  
*An opportunity for recent COB alums to reconnect with former classmates*

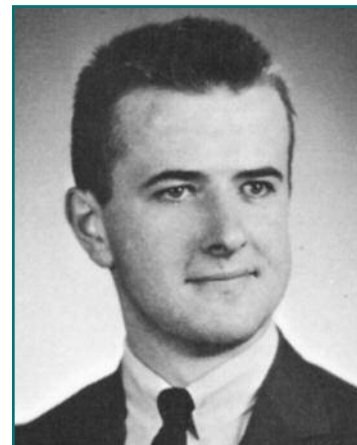
### SEPTEMBER

- 19 **Old Toad Beer Tasting**  
*A four course sampling of food paired with beer at an authentic English Pub*

*For up-to-date information and registration, visit [www.cob.rit.edu/alumni](http://www.cob.rit.edu/alumni) or contact Donna Slavin, (585) 475-2199, [dslavin@cob.rit.edu](mailto:dslavin@cob.rit.edu).*

## Name That Professor

Pictured below is a well-known College of Business Professor during his own college years. Guess the name of this professor and you could win a COB long-sleeve shirt! Fill out the card on the back page of this publication to send in your guess. The first five cards returned with the correct name are the winners and will be announced in the next issue of *Dividends*.



## Jessica Gugino - An ESPN Classic Story

It's no surprise that ESPN holds staff cattle calls by e-mail. *The first 50 people who run to the café will be filmed in our next new commercial.*

This is life at ESPN—where Jessica Gugino has worked since graduating from RIT's College of Business in 2000. So how did a small town girl from Pulaski, N.Y. reach her dream of working at this media juggernaut? By calling them.

Flash back to 1996. When Gugino began looking at colleges, RIT made a very good first impression, for two reasons. First was the International Business program—a blend of business and study abroad. Second, RIT had a competitive collegiate softball team, and Jessica, a standout high school softball player, she could contribute to the team's success.

Upon her arrival at RIT, Gugino quickly took advantage of the study abroad program, enlisting in the Sheffield Program and spending a semester in England. While abroad, she received news that Sean Bratches, a College of Business alumnus working at ESPN, was going to deliver a talk at RIT. Being an avid sports fan, she wanted to meet him and possibly secure a co-op position at ESPN.

One problem, she was 5,000 miles away. A missed opportunity.

Back at RIT, Gugino took a class with Philip Tyler, associate professor of marketing in the College of Business. One of the assignments was to shadow a salesperson for a day, then write a ten-page paper on the experience. Tyler's advice was to choose a person from a company or industry where the student was interested in working.

Thinking back to ESPN, Gugino gathered up her courage and called Sean Bratches—who connected her with one of ESPN's sales representatives. Due to inclement weather, the shadowing never happened, but as Gugino explains, "Without this class and Dr. Tyler's advice I never would have just contacted an employee from ESPN."

During her junior year at RIT, Gugino again utilized her contacts at ESPN—this time to secure a co-op position. After spending a five-month internship at ESPN, the organization offered her a full-time position after graduation.

In 2000, Gugino was off to Bristol, Connecticut to start her career at company headquarters. Today, she is the manager of affiliate advertising sales for ESPN.

"The position involves working with cable companies in the Southeast and training them to sell advertising space for several different ESPN channels," Gugino explains. "ESPN's affiliate sales team is actually involved now in more than just sports channels due to a recent integration with the Disney cable sales team."

To that end, Jessica helps train people to sell advertising on SOAPnet, ABC Family, Toon Disney, and all of the various ESPN channels. "I talk about sports, kids and soaps all day; I have the greatest job in the world," remarks Gugino.

Since travel is one of her job's major components, Gugino is on the road every two out of three weeks—visiting cable companies and training them on the intricacies of selling advertising space. She also does promotions for ESPN by helping host various events.

"During one promotion, I worked with Atlanta Falcons quarterback Michael Vick who made a guest appearance," Gugino recalls. "Vick was great to work with, stayed overtime to meet with fans, and never complained." Since Vick was a newcomer to the NFL, the cost to have him at the promotion was a bargain—only \$5,000. "Today he would probably cost in the range of \$50,000," says Gugino.



Jessica Gugino '00,  
manager of affiliate  
advertising sales for ESPN.

Life inside ESPN headquarters is similar to their commercials—but without all the college mascots walking around. The vibrant atmosphere is youthful, with an overall work hard, play hard attitude. Televisions tuned into various sporting events can be found on almost every desk. The colorful Sports Center anchors walk the halls just like any other employees there.

In fact, these "big time" anchors have offices the same size as everyone else. "Chris Berman's office is just the same size as mine," said Gugino, referencing the most recognized Sport Center anchor of all time.

Gugino's goal at ESPN is to become vice president of a department within the next five years. Her advice to RIT students—"Pick the company you want to work for and go after it"—is reminiscent of the call she made years ago to her dream company. It certainly opened doors for her and she hopes that it will do likewise for future RIT grads.

## COB Building Renovations Starting this Summer!

The College of Business is about to begin a four-phase process of renovating the Lowenthal Building. The first phase begins this summer while the other phases are still in progress and funding is being sought for them. Below is a brief description of this exciting four-phase process.

**Phase I** - A general renovation to Lowenthal, to include the expansion of the front (east) entrance, scheduled for spring/summer 2006. The first floor will have breakout areas for students, a new entranceway and a 64-seat tiered class room. The second floor will have a graduate lounge, computer rooms, and new bathrooms. For a look at the floor plans of this phase, go to the COB Alumni Website, click on "A Smart Investment" and go to "Building Renovations." Then, check back throughout the summer to see up-to-date pictures of the renovations.

**Phase II** - An addition to the southwest corner of Lowenthal. The first floor of the addition will be a 200-seat auditorium. The second floor of the addition will be the dean's suite, with offices, and with tentative plans for a classroom.

**Phase III** - An addition to the western wall of the Lowenthal Building to accommodate two additional classrooms, and faculty offices, which will bring the total number of faculty offices to 70.

**Phase IV** - Will retrofit the existing space to facilitate the upgrade of student services, and the creation of a trading room, student club rooms, breakout rooms, an additional conference room, faculty lounge, as well as space for centers and offices for adjunct faculty.

As mentioned previously, the College of Business is still looking for funding for the last three phases of this project. If you would like to make a gift towards the College, use the gift card on page seven of this publication.

## Alumni Helping Alumni

Alumni Helping Alumni is an invaluable program for COB alumni to collaborate with one another for guidance and advice throughout their professional careers. If you have not looked into this program yet, visit the College of Business Alumni website ([www.cob.rit.edu/alumni](http://www.cob.rit.edu/alumni)), click on Alumni Helping Alumni and input relevant information into the directories provided. Then, regularly visit these pages for any employment and business needs your company may have. Below are examples of how the program is helping the College of Business Network!

- Mary Murphy '03 visited the Alumni Helping Alumni web pages and saw that Entre Computer Services, owned by Mark Lucas '99 was listed and that they provided a wide range of IT services including consulting. These services are sometimes needed by Murphy's clients, so she contacted Entre and they will look to do future business together.
- Prior to a job interview with Kodak, Liying Wu '05 spoke with fellow alum and Kodak employee, Tara LoCastro MBA '98 to receive advice for the

interview. Liying learned some helpful information and additional contacts from talking with Tara and as a result her interview with Kodak went extremely well.

- Since its inception earlier this year, the Alumni Helping Alumni web pages have received over 4,000 web hits and close to forty COB alumni have added their companies to the Business Directory.
- The College of Business Recent Alumni group organized a Wine Tasting Event this past March to benefit their endowed scholarship fund. Several bottles of wine were donated to this successful event from alumni employed at various wineries around the Finger Lakes. The event went on to raise close to \$1,500 for the scholarship fund.

*If you have any examples of alumni helping alumni, please e-mail them to Adam Platzer at [aplutzer@cob.rit.edu](mailto:aplutzer@cob.rit.edu) to be published in the next issue of Dividends.*



## Chickens Run Ten Seconds on Primetime TV

March 16, 8:00 to 10:00 p.m.—The big question for Aaron Foss was: Would his chickens run during the first episode of ABC's newest primetime show, *American Inventor*?

Yes, they did! Near the end of the show, Foss and his two "Big Bird-Sesame Street" like chickens appeared in a ten-second clip—heralding the more memorable inventors who had stood before the four judges in hopes of vying for the \$1 million prize.

Foss was one of 4,000 geeky inventors who responded to casting calls in seven U.S. cities to audition for this new reality show that follows the format of *American Idol*—with the cynical, yet lovable, Simon Cowell as executive producer.

For \$250, Foss designed what he called a guerilla marketing campaign for his patented device, The WingDipper.

"I was eating chicken wings in a restaurant and the little round plastic cup with blue cheese kept spilling over," says Foss, who received his undergraduate degree in information technology ('00) and MBA ('01) from RIT. "Here I own my own business in Long Island and we do programming, web applications and database work—and I go out on a limb to design a plastic cup holder where you can easily dip both wings and legs without a mess."

Knowing Cowell's judges would be looking for something "over the top," Foss hatched a plan with his two sibling friends, Mark and Lindsay Webster, who agreed to wear chicken costumes and wave protest signs, "Chickens Hate the WingDipper." Foss was dressed in a lab coat decorated with chicken wings, carrots and celery.

"We auditioned in New York and the producers loved us," Foss says. "In the middle of the presentation, Mark let out this cluck and everyone lost it. The woman behind the camera couldn't keep a straight face."

In fact, the ABC camera crew took Foss and his "chickens" out into the streets of New York where



Aaron Foss '00, '01, was featured on the ABC show, *American Inventor*, for his creation, *The Wing Dipper*.

they ran around, hailed taxis and stopped traffic.

"We made the semi-finals and the three of us went to Los Angeles," Foss says. "A few weeks later we learned we didn't make the final cut. But we knew there was a very real possibility we'd be featured in the opening episode of *American Inventor*. Just like *American Idol*, they highlight moments from previous casting calls. And imagine two six-foot-tall protesting chickens standing next to a guy in a lab coat."

Foss admits his stint on national television has spurred him on. "You haven't heard the last of my invention," he says with a laugh. He plans to market his WingDipper in Chicago this May during the National Restaurant Association's trade show. "My message to all those chicken wing lovers is—watch out, my chickens and I have designed something special just for you!"

Aaron Foss has a Website at [www.wingdipper.com](http://www.wingdipper.com).

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## Frank Sklarsky Offers Food for Thought

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"He was my marketing professor and told me the up and coming profession was accounting," Sklarsky recalls. "He was a great advisor, and I'm glad I took his advice because not only was I very successful in college (graduating with a 3.96 GPA), but I ended up with a very rewarding career."

After earning a degree in business administration and accounting ('78), Sklarsky accepted a position at one of Rochester's big eight accounting firms, Ernst and Ernst (now Ernst and Young), earned his CPA license, then attended Harvard Business School where he earned his MBA in June 1983. A self-proclaimed "car nut," he spent his summer internships at Chrysler Corp. (DaimlerChrysler), where he ended up working in corporate management through 1999.

"I briefly moved my family to Austin, Texas, to work for Dell Computer, going from the industry's big boom in January 2000, through the dot com bust in April 2001," Sklarsky says. "But then I received an urgent call from DaimlerChrysler, which was undergoing severe difficulties, so I returned to Detroit until

I was recruited to become a CFO for ConAgra. I knew this job would be hard work, but nothing is lost in pursuing a new and interesting opportunity."

Sklarsky, his wife Ruth, and their two daughters, Lauren (12) and Lydia (9) have adjusted well to living in Nebraska, which he notes, "has all the good attributes of western New York, but with a better economic climate." An avid swimmer, Sklarsky swims four to five miles a week—and also spends his spare time playing piano.

"We are a family of musicians," Sklarsky says. "In our house we have three pianos, three violins, a guitar and a cello. My wife is a professional violinist who has played for symphonies and opera-theater, and our daughters each play two instruments. We recently saw Yo Yo Ma at Omaha's Performing Arts Center. He kept winking and smiling at my youngest daughter during the concert and signed her ticket in the reception line afterwards."

Sklarsky says, "We'll never forget Yo Yo Ma because

## A Window to Anthony Crupi's Success

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Together Crupi and Andlinger facilitated a management buyout for \$23 million and the new organization became known as Anitec Image Corp.

"Not only did we grow the revenues, but we grew the bottom line and had a successful public offering in 1982. Five years later, Anitec was sold to International Paper Corp. for \$284 million. Mr. Andlinger and I have been partners ever since."

And the rest is history.

Although Crupi loves Mondays and the start of the work week, he also attributes his happiness to his family. Crupi and his wife, Diane, live in Lexington, MA, and during the summer months, they can be found relaxing with family and friends at their summer home on Point Salubrious in Chaumont, N.Y. He has two children, Kimberly (34), who lives in Chicago with her husband, Sean Dobbins, and Anthony Paul (32), who lives in Juneau, Alaska with his wife, Lori, and their nine-month-old son, Philip Elias.

"Anthony is a wildlife biologist and environmental engineer in Alaska. He just completed a six-year study on grizzly bears, and now is doing research on steelhead and salmon," says Crupi. "I called him the other day as he was wading through melted ice caps."

"And Kimberly is an executive with Morningstar, the ratings company, and is an aspiring actress. She has appeared as an extra on sets with Sandra Bullock, Will Ferrell and Dustin Hoffman."

Crupi says even in the best of times in the workplace, there are good days and bad. "Some days are like cherries and some days are like pits. If you have more cherries than pits, you'll be a happy and successful person."

"And what I'd say to students at RIT is the same thing I've always told my children," he explains. "Always keep a positive attitude. Be willing to put in the time. Think before you talk. Use common sense."

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when someone has such passion for what they do—it shows."

"And that's what I would say to RIT's business students—don't be a caretaker, be creative," Sklarsky advises. "Come into a job with 100 fresh new ideas, even if only one of them turns out to be useful to the company. Study hard and get a great education because right now there's an incredible imbalance of demand and supply for good accounting people. The good ones have a very bright future."

"And, never bend or break the rules," Sklarsky adds. "Don't compromise your ethics—ever. Your reputation is everything."

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## Faculty Column

**Dr. Robert Barbato, Associate Professor of Management**, has been promoted to the title of Professor.

**Dr. Richard DeMartino, Assistant Professor of Management** has been awarded tenure, effective Fall 2006 and also promoted to the title of Associate Professor. Dr. DeMartino is also the Principal Investigator for a grant won from the National Collegiate Inventors and Innovators Alliance. The grant is to develop a sequence of courses related to entrepreneurship in the digital technologies and markets. College of Business professors Victor Perotti and Clyde Hull were also part of the team that won this grant.

**Dr. Steven Gold, Professor of Economics**, had his economic simulation program entitled, "Beat the Market," utilized by the On-Line Economics Scholarship Competition, sponsored by the Eastern Economics Association (EEA). The objectives were to create student interest in economics and to recognize professors for superior teaching.

**Dr. Robert Manning, Visiting Professor of Finance**, was appointed as Research Professor of Consumer Financial Services.

**Dr. Pamela Neely, Assistant Professor of Management Information Systems** has been in Adelaide, Australia doing data quality research with faculty from the University of South Australia. Neely and the faculty there have written a conference paper and are working on a journal paper.

**Dr. David Reid, Professor, Benjamin Forman Chair of International Business, Director: Center of International Business** will be stepping down from his RIT positions for a two year leave of absence. During his leave he will be serving as the Thomas F. Glead Chair of Business Administration in the Albers School of Business & Economics at Seattle University. While there, he plans to continue his research focus on business experience in China and Asia. Dr. Reid intends to return to the RIT College of Business faculty in the fall of 2008.

**Dr. Thomas Tribunella, Assistant Professor of Accounting**, presented a teaching case at the 2005 American Accounting Association Annual Meeting. The case entitled "Sun Mountain Products: A Case Study in Value Chain Analysis," helps students understand the role that value chains play in organizations through a quantitative analysis.

## Chesonis Named 2006 Vanden Brul Entrepreneurial Award Winner

**A**runas Chesonis is both an entrepreneur and a father of invention. For the name of his new company, he singled out his family members, using the first letter of their names: beginning with his wife, Pamela, and in descending order, their four children—Adam, Erik, Tessa and Emma—then capped it off with a C for their last name.

And that's how PAETEC Corp., and its subsidiary PAETEC Communications, Inc. were born in May 1998. Chesonis admits he didn't start up his integrated communications provider services alone—or with just the help of two or three friends.

"I had 71 friends, a group of folks who had worked with me and each other for ten, 20 years at Rochester Telephone and ACC Corp.," Chesonis explains. "As an entrepreneur, you never would get that kind of opportunity again."

In recognition of his business success and contributions within the community, RIT's College of Business has named Chesonis the recipient of the 2006 Herbert W. Vanden Brul Entrepreneurial Award. He was honored at RIT during a luncheon on April 6.

Recent recipients of the award include E. Philip Saunders, chairman of Genesee Regional Bank and CEO of Griffith Energy, Inc. and R. Wayne LeChase, CEO of LeChase Construction Services, LLC.

"This award symbolizes the link that joins RIT with the Rochester-area business community," says Wayne Morse, interim dean, RIT College of Business. "Our aim is to spark the entrepreneurial spirit in today's students by exposing them to the stories of people whose exceptional accomplishments have led to business success. PAETEC is one of those success stories that will have tremendous value to our students."

As chairman and CEO of PAETEC Corp., Chesonis typically works a 10-hour day, five days a week, and saves the weekends to hang out with his family—often attending dance or sporting events. And yes, he is excited about the opening of PAETEC Park this summer, the new home of the Rochester Raging Rhinos soccer team. It's been six years and counting because as Chesonis explains, "We signed with the organization for naming rights to the stadium before Y2K!"

He is also no stranger to RIT—especially to the university's co-op programs. "We probably have 65 alumni already at PAETEC just in Rochester," says Chesonis, who joined the RIT Board of Trustees last summer. He is also on the Harley School board, the Monroe Community College Advisory Board, and working with the new mayor of Rochester, Robert Duffy, as chairman of his Information Technology (IT) Transition Committee.

"There's a lot of opportunity to help city government, and I'll be co-chairing an IT steering committee the next couple of years with Jorge Diaz-Herrera (dean of RIT's B. Thomas Golisano College of Computing and Information Sciences)," Chesonis says.

Chesonis firmly believes RIT's co-op program is one of the university's biggest strengths. "I don't think people realize how much of a benefit that is for the students, because when they are in the workplace and get to know the companies, they have almost a guaranteed job if they do it well, and they can leverage that to enhance offers from other places."

"Other undergraduate programs at different schools may have internship programs, but they don't have anywhere near the real-world, work experience that RIT graduates do. As far as RIT has gone in the last ten years, I think in the next ten years they can grow that much more."



*Arunas Chesonis, chairman and CEO of PAETEC Corp. was named the 2006 Vanden Brul Entrepreneurial Award Winner.*

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# 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, contact Adam Platzer at [aplutzer@cob.rit.edu](mailto:aplutzer@cob.rit.edu).*

## College of Business Class Agents:

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- 1976** Mary C. Dunay  
[mcdunay@att.net](mailto:mcdunay@att.net)
- 1978** Michael G. Mino, MBA  
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- 1979** Susan Jane Foley, MBA  
[susan.foley@comcast.net](mailto:susan.foley@comcast.net)
- 1984** John Robert Brown  
[john@brownrecruitinggroup.com](mailto:john@brownrecruitinggroup.com)
- 1991** Laura Scott  
[LScott@cartech.com](mailto:LScott@cartech.com)
- 1992** Ed Carroll  
[ejcarrol@yahoo.com](mailto:ejcarrol@yahoo.com)
- 1995** Todd R. Delaney  
[todddeleaney@yahoo.com](mailto:todddeleaney@yahoo.com)
- 1998** Karen M. Eisenberg  
[karen\\_eisenberg@urmc.rochester.edu](mailto:karen_eisenberg@urmc.rochester.edu)  
Patricia A. Tracy  
[tricia\\_dphie@hotmail.com](mailto:tricia_dphie@hotmail.com)
- 1999** Duane W. Shearer  
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- 2002** Kristin A. Metz  
[kristinmetz@hotmail.com](mailto:kristinmetz@hotmail.com)
- 2003** Herman Lee  
[hermanator@alum.rit.edu](mailto:hermanator@alum.rit.edu)
- 2004** Porsche Haag  
[porsche\\_haag@yahoo.com](mailto:porsche_haag@yahoo.com)

## 1953

**Leif Gihbsson '53** and his wife **Cleo (Wombacher '54)** had the pleasure of celebrating their 50th wedding anniversary on March 3rd with their children, spouses and friends. To celebrate they will be taking their family to Norway this summer.

## 1966

**Donald Kennedy '66** former Executive Director of the Orleans Economic Development Agency, has joined Johnson Controls Inc, a Fortune 100 Company as an Account Executive. He will be responsible for municipal governments in the Buffalo/ Rochester region and will be based in their Buffalo [Amherst], New York office.

## 1971

**Richard Gorbaty '71**, owns a chain called "UnFranchises" which is involved in diversified

consumer product distribution including custom web sites for small to medium size businesses.

**Ken Ross '71** recently formed a franchise consulting business, RoBen Associates, LLC, concentrating on helping people start their second careers.

**Alex G. Tyshovnytsky '71** became a Wealth Advisory Specialist with the Private Client Group of Smith Barney. His financial advisory practice provides investment management and financial planning services to corporate executives, business owners and successful professionals. Many of his clients are graduates of RIT.

## 1973

**Valli Spingarn Swerdlow '73** is an Executive Search Recruiter at MRI in McLean, Virginia and is married to her husband Richard. They have two sons, Jeremy, who will be graduating from RIT in May '06 with a degree ME Technology and Dan, who is currently attending George Mason University.

## 1976

**Michael S. Gross '76** is the CFO of Bill Blass New York.

## 1977

**Robert Kelterborn '77** is enjoying life with his wife Teri of 30 years in Marietta, Georgia. Robert is Strategic Account Manager for Corporate Graphics Int. and a member of the Atlanta Photography Group.

**Barbara Lambertson '77 MBA** received her Ph.D. from Michigan State University and is currently an associate professor at the University of Hartford in West Hartford, Connecticut.

## 1979

**Gary Bauch '79** accepted a call to serve as pastor at St. John Lutheran Church in Hamlin, New York. He will be moving to Parma at the end of May 2006.

## 1980

**John Christopher '80** formed Hospitality Associates, a hotel brokerage and consulting firm in Syracuse, New York.

**Tom Heisler '80** joined TITAN Technology Partners as an SAP Practice Leader and is currently working on an international SAP implementation project.

**Brian Nicholas '80 MBA** has joined the Security Products Group at Sun Chemical in December '05 where he works with manufacturers in developing defenses against counterfeiting, product diversion and fraud.

## 1984

**Michael Browne '84** has recently accepted the position of Chief Financial Officer and Treasurer for Cyberair Technologies Corporation in Gilbert, Arizona. Mike's two children, Chris and Lindsay attend SUNY colleges while he and his wife Rita are enjoying the sunny southwest.

## 1986

**Sue Freeman '86 MBA** and her husband Rich have moved to Florida. They are finishing their 13th and 14th outdoor recreation guidebooks on hiking and biking trails in the Finger Lakes Region of New

York State. They will then retire from their jobs as authors and publishers of Footprint Press, Inc.

## 1987

**Mary Alice Pilgrim '87** has been appointed as the Operations Manager for the Lakes Region of the American Cancer Society.

## 1988

**Allen Bova '88 MBA** is working as the Director of Risk Management and Insurance for Cornell University and was recently elected President of the University Risk Management and Insurance Association with his term starting in September 2006.

**Allison Leet '88** has started her own small business consulting practice this past fall. The practice targets manufacturing companies and start-ups with 50 employees or less. She specializes in financial and operational analysis to assist business owners to have a more profitable business.

## 1989

**Deborah Bruckstein Colpack '89** is a certified Group Fitness Instructor for Gold's Gym in Birmingham, Alabama. Deborah is married to Chris Colpack and they have two children, Emily (7) and Matthew (4).

## 1991

**Steve Buck '91** and his wife, Eileen, just had their second child, Charlotte Rose Buck, born March 8, 2006.

**Jim Myers MBA '91** is Controller for Rochester Lightnin Mixer Operations, a unit of SPX Corporation. He has worked there for 5 years.

**Carl Vesperman '91** is Vice President for HFP, Inc., an OEM producer of water filtration products.

**Mary Sczudlo MBA '91** is the VP Finance & CFO for SPX Operations in Charlotte, North Carolina.

## 1992

**Andrew Bonanni '92 MBA** has accepted a job as Chief Financial Officer for the Princeton Review in New York City.

**Aida Loomis MBA '92** is Director of Customer Service for GlobalPhone Corporation. She has worked there for four years and lives in Northern Virginia, outside of Washington, D.C.

**Deborah A. Urtz '92 MBA** was married to Frank C. Gleason on December 30, 2005. They reside in Webster, New York with two of their four children.

## 1993

**Scott Cash '93** and wife Valerie welcomed their second daughter, Rieley Noelle, on January 2, 2006.

**Lara Macaione '93** married Steven Jacobson on October 16, 2005, and has been working for Warner Bros. in the MIS department for over 10 years. Lara was recently promoted to Vice President of Program and Services Management.

*(continued on page 7)*



1994

**Allen Boxbaum '94** is the System Vice President of Cardiovascular Services for the Saint Barnabas Health Care System. Allen has the responsibility for integrating cardiac services both clinically and administratively across eight acute care hospitals.

1995

**Andrew Fraser '95 MBA** is the father of twin daughters and last summer started a new job as a Business Development and Operations Manager for OneSource Financial Corp., which provides equipment leasing services to businesses in all verticals. Andrew also works as a line producer and editor on independent feature films.

**David Frishkorn '95 MBA** and his partner, Jack Hellaby, celebrated their 17th anniversary in October 2005 by having a civil union ceremony. They were among the first couples to take advantage of this new law which went into effect October 1st in Connecticut.

1996

**Lynne DeFilippo '96 MBA** was married on May 7, 2005 to Ryan M. Shoars. Both reside in Tampa, Florida. Lynne recently left MMA Financial, LLC after six years with the real estate financial company to pursue a career with the local real estate brokerage firm, Rick Wolfe and Associates.

1997

**Randy Reese '97** started a new job as Sr. Analyst with M&T Bank Corporation, headquartered in Buffalo, NY. He lives in East Aurora with his wife, Denise and two sons, Tanner and Connor.

1998

**Angelo Biasi '98** started a successful magazine for young music makers entitled *In Tune* which is now distributed in every middle and high school in the country. He also owns his own marketing company called SMART Marketing Solutions.

**Angelo Santabarbara '98 MBA** is the Director of Information Systems at the NYS Public Employees Federation (Since 2000). Angelo and his wife Melissa (RIT BS Electrical Engineering Class of '98) had their third child, Dina on November 12, 2005. They have two other children, son Luca who is five years old, and daughter Olivia who is three years old.

2000

**Joye (Kleist) Lynn '00** married **Brian Lynn (CAST '97)** in August of 2003, and is now living in Atlanta, Georgia. Brian owns a design firm ([www.echoviz.com](http://www.echoviz.com)) and Joye has been promoted to Vice President at Wachovia Corporation.

**Oscar H. Pena '00** has accepted a Temporary Expatriate position at Chevron Latin America Business Unit as a Contracts Specialist in Puerto La Cruz, Venezuela. Oscar's primary function will be to formulate and negotiate high-value contractual arrangements for a range of services.

**Bige Saatcioglu '00 MBA** is working on her Ph.D. in Marketing at Virginia Tech University.

2001

**Mariya Lyubman (Kofman) '01** and her husband Robert welcomed their second son, Ron Andrew Lyubman on February 2, 2006.

**Nicholas Spittal '01** was married to Jennifer Lynn Boyer of Southern Pines, North Carolina on November 12, 2005. They now reside in Raleigh, North Carolina where Nicholas is a Sr. Project Manager for Charles River Laboratories.

**Matt Albanese '01** took a position with Monster.com outside of Boston in March 2005 as an internet recruitment consultant, selling into the Toronto Market. Since then he was promoted to senior Retention Consultant for the same territory.

2002

**Siddhartha Bhattacharya '02 MBA** was promoted to Worldwide Manager, Customer Business Development at Xerox Corp. Sid resides in Rochester, New York with his wife Urvashi, a Research Associate at Harris Interactive.

**Delroy Morgan '02 MBA** is currently working for Getinge USA in Rochester as the Finance Manager in their Service Division.

**Nathan Sheldon '02** has purchased Ocean View Consultants, LLC and is currently serving as its Director of Operations. Ocean View Consultants, LLC is a third-party administrator for defined benefit, 401(k), and profit sharing plans.

2003

**Jonathan Kossar '03** currently works for Sanofi-Aventis Pharmaceuticals as a Sales Professional for the Internal Medicine Division.

**Ariane Krenichyn '03** graduated from the Simon School of Business with her MBA in June 2005, and is now working full-time at Harris Interactive as a Qualitative Research Analyst and Moderator.

2004

**Matt Klim '04** was recently promoted to Operations Manager for Central Parking System in Virginia Beach, responsible for the city owned parking facilities and parking enforcement program on the oceanfront.

2005

**Amanda Rater '05** has accepted a position with IBM as a Software Engineer in Endicott, New York. Amanda will be working within the Systems & Technology Group focusing on development and serviceability.

## Dean's Message

continued from page 2

On another front, the Lowenthal Building, home of the RIT College of Business since the early 1980's will undergo a \$2.5 million renovation to public areas and classrooms this summer. The renovation will better enable the College to provide our students with a 21<sup>st</sup> century educational experience. Because of the extensive nature of the renovation, summer classes will be held in other buildings and offices are being relocated for the summer. Dr. Jerry Curnutt, Assistant Dean for Administration, and a small group of College staff have the unenviable task of relocating the College for the summer and moving the College back in time for fall classes. As funding becomes available, there is also a plan to expand the College's physical space with a major addition.

There is so much going on at the COB that it is difficult to even hit the highlights in a newsletter. I encourage you to visit the College's web sites, [www.cob.rit.edu](http://www.cob.rit.edu) and click on "News and Events."



Wayne J. Morse

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NAME THAT PROFESSOR: \_\_\_\_\_

### Return this form by mail to:

Adam Platzer  
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