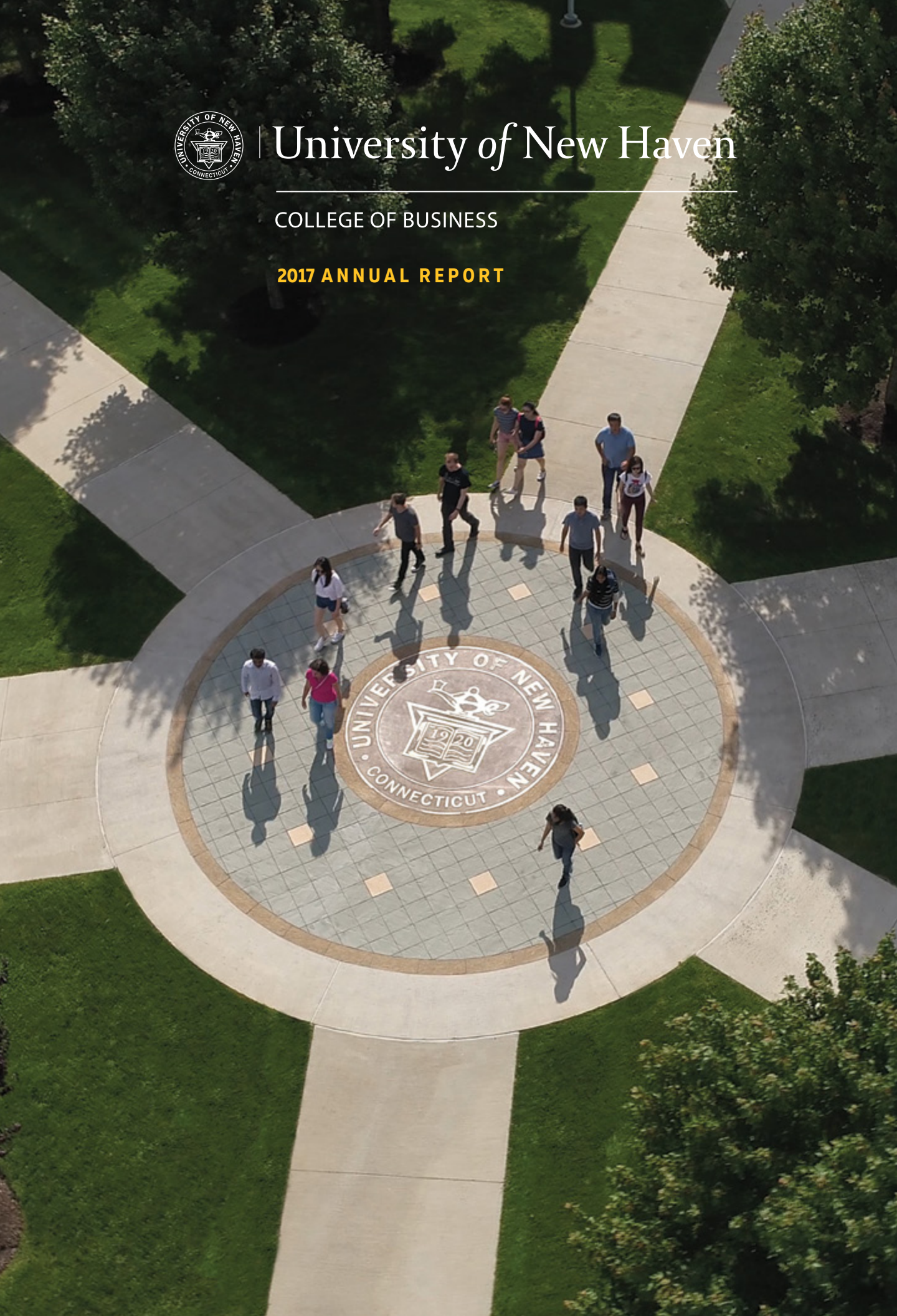




# University of New Haven

COLLEGE OF BUSINESS

**2017 ANNUAL REPORT**





Brian T. Kench, Ph.D.  
Dean, College of Business

## A Message from the Dean

Dear Friends,

Welcome to the University of New Haven 2017 Annual Report of the College of Business. Students, faculty, and staff have had a productive year, and the College continues to make significant strides.

We are proud to report that in 2017 the College enrolled the largest freshman class since 2008, and our undergraduate program head count is the second largest in our history.

The 2017 annual report highlights recent student internships and many of the hands-on learning opportunities offered at the College of Business. As you view these pages, I ask that you consider how your skills, ideas, experiences, and participation can assist the University of New Haven to build and sustain a world-class College of Business. To achieve our goals, we need your help, engagement, and support.

Thank you for being a part of our family and keeping up with our progress. I encourage you to send me a note at [bkench@newhaven.edu](mailto:bkench@newhaven.edu) to share any thoughts or ideas you may have. I would enjoy hearing from you.

A handwritten signature in black ink, appearing to be 'BK', written in a cursive style.

Brian T. Kench, Ph.D.  
Dean, College of Business



University Affiliation Program  CFA Institute®



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# Students by the Numbers

Fall 2017  
Undergraduate  
Enrollment:  
**556**

Student-to-Faculty  
ratio:  
**16:1**



**100%**  
of MBA graduates  
seeking employment  
have jobs one year  
after graduation

Fall 2017  
Graduate  
Enrollment:  
**428**

**43%**  
Students from  
underrepresented  
groups

Internship Partners:  
**190**



**ALUMNI**  
CREATING  
A STRONG  
CAREER  
NETWORK:  
**23,339**

**EMBA**  
**ALUMNI**  
NETWORK:  
**1,586**

**MBA**  
**ALUMNI**  
NETWORK:  
**8,605**

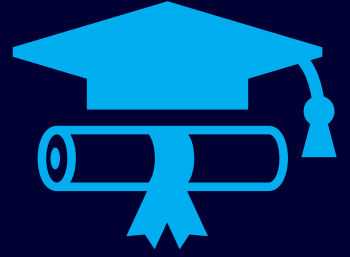


**95%**

of MS Healthcare Administration graduates are working in their field of study within the first year

Degrees granted in 2017:

**337**



**88%**

of business graduates are employed or attending graduate school one year after graduation

International students:

**12%**

**24%**

of BS graduates attend graduate school directly after graduation (67% of finance grads; 50% of accounting grads)



**CHARGER CHALLENGE:**

An ambitious \$100 million capital campaign designed to share and solidify the University's future. As of December 2017, we've reached 86.6% of our goal!

Contribute to the development of business leaders @ [NewHaven.edu/Give](http://NewHaven.edu/Give)





# Hands-On Learning



## ◀ Study Abroad in Cuba

Economics professor Patrick Gourley and his Economics in Transition class studied in Cuba over spring break.

## Accounting Advisory Board

**Greg Budnick**  
Partner, RSM

**Mark Caplan MS '90**  
Partner, KPMG

**Joseph Catapano BS '89**  
Vice President and Controller,  
Pitney Bowes

**George Thomas BS '89**  
Principal, Blum Shapiro

**Anthony Scillia BS '79**  
Partner in Charge, New England  
Region, Marcum

**Kristina Palazzo**  
Partner, PwC

**Christopher Puglia**  
Partner, Deloitte

**Mike Woznyk MS '04**  
Partner, Ernst & Young

**Tom Durand BS '71**  
Partner, Friedberg Smith & Co



### PEZ Candy Factory Field Visit

Management professor Khadija Al Arkoubi and business students speak with leaders at the PEZ Candy Factory.



### Alvine New Venture Pitch Competition

Kristen Lethbridge '20 receives first-place award and a \$3,000 grant to start her business.



### Maker Faire

Entrepreneurship and Innovation students and faculty participate in the Maker Faire.





**Shared Live Client Experience (SLiCE) Team**

JP DiTommaso '16, MBA '17; Ian Schnepf '17; and Frank Martone '17, MBA '18 present the team's market research to Phil Viscomi '74, Larry Bingaman EMBA '92, and the leadership team of the Regional Water Authority.



**Accounting Is My Major (AIM)**

Accounting professor Jim Mohs talks to high school accounting students visiting the University of New Haven.



**Accounting Society Field Visit**

Accounting professors Jim Mohs and Mike Rolleri and their students visit Ernst & Young and Marcum in Boston.

**Economics Advisory Board**

**John Rosen**

Executive Director, MCAworks

**Murat Akgun**

Executive Director, New Tech Haven

**David Sacco**

Executive Director, New Tech Haven

**Larry Flanagan BS '80**

President, AARP Services

**Michael Driscoll EMBA '87**

Executive in Residence,  
Connecticut Innovations

**Marcelo Nacht**

Partner, Praxis Research

**Carolyn Cebrian Soper**

Department of Economics  
& Finance, CCSU



**Non-Profit Institute Roundtable**

Clara Reynolds, president & CEO of the Crisis Center of Tampa Bay, spoke at the Non-Profit Institute's first roundtable discussion with Greater New Haven nonprofit leaders.

## Hospitality Tourism Management Advisory Board

The board consists of 28 executives spanning all major sectors of the industry. Members include:

**Harry Garafalo**

Owner and President, Garafalo Markets LLC (operator of ShopRite Supermarkets)

**Steve Klemenz**

General Manager, Country Club of Fairfield

**Jeffery Hazell**

Owner, Bar Harbor Seafood Company

**Mary J. Barneby**

CEO, Girl Scouts of Connecticut

**Randy Fiveash**

Director, Office of Tourism, State of Connecticut

**Virginia Kozlowski**

Executive Director, Connecticut Lodging Association

**Glenn Jette**

Connecticut Hotel Developer/Owner; Member, Waterford Hotel Group

**Sarah Maloney**

Executive Director, Connecticut Restaurant Association

**H. Scott Phelps**

President, Connecticut Convention & Sports Bureau

**Tom Warren**

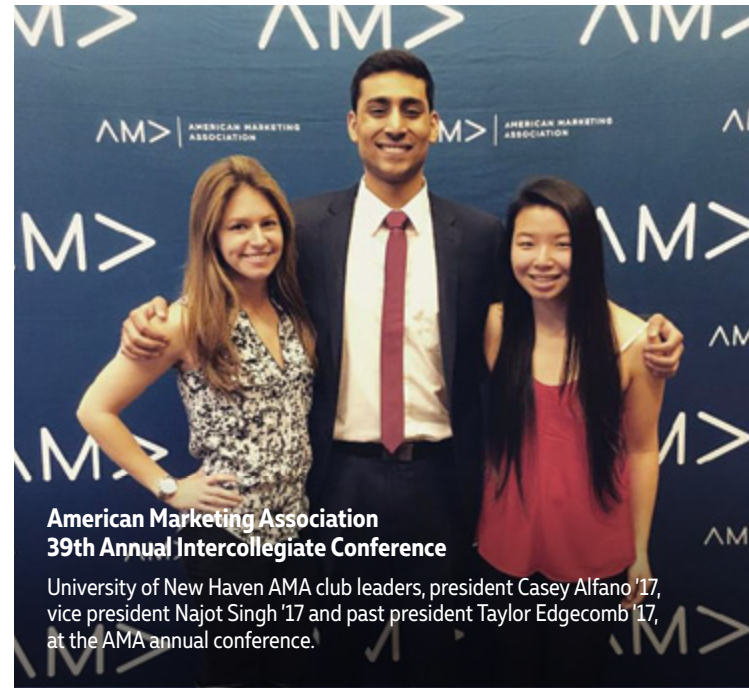
Senior Vice President and Chief Operating Officer, Unidine Corp.

**Zack Miller-Murphy**

Former Senior Vice President of Financial Services, Loews Hotels

**Tom McDowell**

President and CEO, Pavilion Catering, CT Wedding Group



**American Marketing Association  
39th Annual Intercollegiate Conference**

University of New Haven AMA club leaders, president Casey Alfano '17, vice president Najot Singh '17 and past president Taylor Edgcomb '17, at the AMA annual conference.



**Business Living Learning Community**

Business students learn teamwork skills and engineering task acumen at a College of Business open house.



**Spring 2017 Executive MBA Speaker**

Charlie Pompea '71, EMBA '90, former owner of Primary Steel Inc., center, with Dean Brian Kench and President Steven Kaplan.

# Sport Management Advisory Board

## Chris Bartels MS '15

Manager, Sports Communications and Marketing,  
United Entertainment Group, a DJE Company

## Chris Brown

Vice President, Guest Experience & Venue Services,  
New York Mets

## Jon Butler

Executive Director, Pop Warner Little Scholars Inc.

## Chris Canetti

President, Houston Dynamo, MLS

## Erin Lynch MBA '13

Manager, Creative Planning, Global Marketing,  
PUMA Group

## Tony DiPaolo MBA '04

Senior Vice President, Laz Parking

## Craig Mortali '84

Owner, Producer, Director, Storyteller,  
Mortali Media LLC and MOMA LLC

## Frank Russo Jr. '76

Senior Vice President, Spectra

## Lindsay Salt '10

Account Director, Octagon

## Nick Sakiewicz '83

Commissioner, National Lacrosse League (NLL)

## Jef Thiffault BS '99

Managing Director, National Premier Soccer League

## Ralph Willis

Managing Member, EFA Partners

## Michelle Wilson

Chief Revenue & Marketing Officer,  
World Wrestling Entertainment

## Shane Beardsley, CVP

Senior Director of Events and Operations, Webster  
Bank Arena at Harbor Yard

## Mike Boissonneault

Chief Executive Officer, Mike Boissonneault, LLC

## Evan Dabby

Executive Director, New Jersey Youth Soccer

## Brent Fisher MS '03

Senior Vice President, Distribution - Affiliate Sales  
and Marketing, MLB Network

## John Ponzio

Former President, Autotote;  
Town Treasurer, Town of Trumbull

## Anna Nakapkina MS '09

Head of Sponsorship and Special Projects,  
SOGAZ (Russia)

## Kenneth Waja

Senior Vice President of Finance, Spectra



### Fall 2017 Allen Sack Lecture

Dr. Joe Machnik, U.S. Soccer Hall of Fame 2017 inductee, shares his passion and dedication to sports.



### Spring 2017 Allen Sack Lecture

Allen Sack and John Sugden, emeritus professor of the Sociology of Sport at the University of Brighton, standing center, with College of Business students after Sugden's lecture on sport and peace-building in divided societies.



### Graduate Student Showcase

Nilam Kaushik MBA '18 discusses her summer internship experience at go4biz.com.

## Healthcare Administration Advisory Board

**Ramsey Augustadt MBA '16**  
Senior Director, Optum

**Paul Faraclas MBA '96**  
Former Senior Vice President, SPH Analytics

**David Fusco MS '93**  
Former President and Chief Executive Officer,  
Blue Cross Blue Shield

**Gary Havican EMBA '04**  
Vice President Central Region Operations,  
Hartford Healthcare

**Jennifer Jackson MBA '88**  
President and Chief Executive Officer,  
Connecticut Hospital Association

**Susan Marino MBA '14**  
Chief Nursing Informatics Officer, Hartford Healthcare

**Stuart May EMBA '93**  
Consultant, Continuum Health Alliance

**Rich Miller-Murphy MBA '91**  
Director, New York Blood Center

**Jay Morris**  
Vice President, Yale New Haven Health

**John Tarutis MS '16**  
Executive Director, Yale New Haven Health

**David Vinas MS '16**  
Director of Operations, Smilow Cancer Hospital,  
Yale New Haven Health



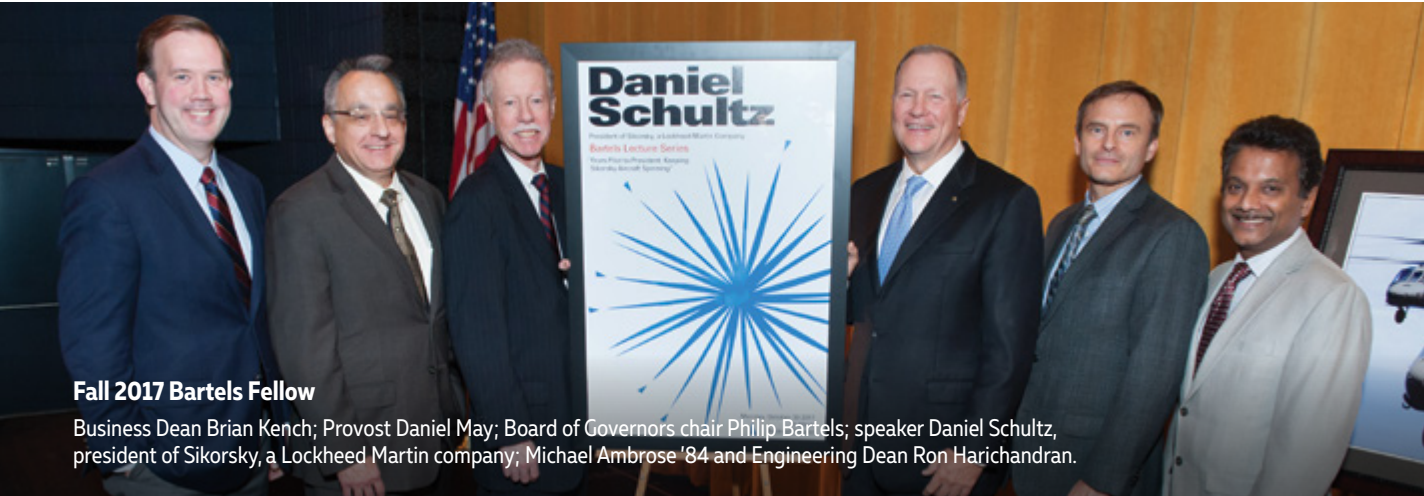
### University Trading Challenge

Saleh Abdulaziz S. Almohanna MBA '17 wins best trading individual award. Almohanna, Danielle Lutkus '18 and Yaroslav Prokopets MS '18 win third place in overall performance at the University Trading Challenge at Temple University.



### Professionals in the Classroom

Tina Thornton, senior vice president, production and multimedia sponsorship integration and management operations at ESPN; Moire Thomas-Waters MBA/MPA '19; Tracy Khan MBA '19 and Jalyyn Walton MS '18.



### Fall 2017 Bartels Fellow

Business Dean Brian Kench; Provost Daniel May; Board of Governors chair Philip Bartels; speaker Daniel Schultz, president of Sikorsky, a Lockheed Martin company; Michael Ambrose '84 and Engineering Dean Ron Harichandran.



**Love Is a Full Plate**

Author and chef Tracey Medeiros signs copies of Connecticut Farm Table Cookbook at the Hospitality and Tourism Management Department fourth annual "Love Is ... A Full Plate" dinner to benefit End Hunger CT!



**Spring 2017 Bartels Fellow**

Carolyn Brehm MBA '96, vice president for global government relations and public policy at Procter & Gamble Co. with her husband, Richard Boucher, standing center; CoB Advisory Board chair Rich Miller-Murphy MBA '91, standing left; and student leaders.



**Fall 2017 Executive MBA Speaker**

EMBA '19 cohort and Terry Goodwin EMBA '82, former vice president and manager of equity trading at Goldman Sachs, standing center.



**Charger Startup Weekend**

Students brainstorm ideas for products and services, test-market ideas with potential customers, network, and participate in a pitch competition.

# AcadeME Internship and Job Matching Software

The University of New Haven is the first college in the country to implement interactive software that instantly matches students looking for job openings with the employers looking to fill them. The College of Business is the beta test site for the software developed by the Israeli company AcadeME.

The system works like a dating service. Students develop their profiles, as well as resumes, and tell their stories. Employers post jobs, and when they do, the system automatically tells them which students best match their requirements. The interactive nature of the system gives quick results for both employers and students.

## Recent business student internship placements have included:

- **GE**
- **Apple**
- **AT&T**
- **Aetna**
- **Alinabal**
- **Bead Industries**
- **Connecticut Stone**
- **Deloitte**
- **Ernst & Young**
- **ESPN**
- **Foxwoods Resorts**
- **KPMG**
- **Major League Soccer Headquarters**
- **Marcum**
- **RSM**
- **Pitney Bowes**
- **Morgan Stanley**
- **National Hockey League Offices**
- **New York Blood Center**
- **Octagon**
- **Pratt & Whitney**
- **PwC**
- **Saybrook Point Inn**
- **Sikorsky**
- **Smilow Cancer Hospital**
- **The Hartford**
- **Travelers Insurance**
- **Walt Disney World Resort**
- **Webster Bank**



The summer before my junior year, I took an internship at Beit Yatziv, an educational nonprofit in Beer Sheva, Israel. I was an intern to the director of corporate sponsorships and development. Living and working abroad was a life-changing experience.

During my junior year, I took a marketing internship at the Jewish Federation of Greater New Haven. There, I continued working for nonprofits under the Federation and applied my social media marketing and video editing skills for promotional materials.

I next interned at Bead Industries, a connector pin manufacturer in Milford. At Bead, I used CRM systems to extract data from customer spreadsheets for the company president.

In spring 2018, I will have a commercial communications internship at Sikorsky, a Lockheed Martin company. I'll assist with writing press releases and coordinating trade shows. The College of Business internship program has opened doors for me. My internships have been the best hands-on experiences I could have imagined.

**-Benjamin A. Atwater '18**

Marketing and Public Relations

# Student Internship Testimonials



The University of New Haven's focus on hands-on learning drew me to the University. In 2016, I was able to complete a semester abroad at the Tuscany campus. The experience improved my confidence and opened many doors. It also helped me land my internship at Neos, a management consulting firm in Hartford.

Neos was my first experience in the field. I worked in the marketing and finance departments and assisted with staffing reports, cash flow management, social media, and website redesign.

After completing the internship, I stayed on at Neos as a part-time employee, and I was offered a full-time job after graduation. I attribute this opportunity to my own personal dedication and the College of Business internship program.

**-Danielle Lutkus '18**

Finance Major and Accounting Minor



I interned at Agio, a progressively managed IT and cybersecurity firm located in Manhattan. Agio targets the alternative investment market, and they employ best-in-breed technology combined with industry-specific experience, and wrapped in a white-glove service.

At Agio, I worked on marketing, business development, and finance projects; participated in client meetings and sales calls; and worked with Agio's CRM. When I started my internship, I did not know what to expect. After my eight-month experience, I had a solid foundation for the business world and alternative investment industry, and Agio has asked me to stay for another term.

**-Robert Arias '18**

Business Management with a  
Concentration in Sport Management

# NEW FACULTY | PROMOTIONS | AWARDS



**Full-Time Teaching Excellence Award:**  
Michael Rolleri, Associate Professor, Accounting



**Excellence in Service Award:**  
Khadija Al Arkoubi, Associate Professor, Management



**Excellence in Research Award:**  
Charlie Wang, Professor, Marketing



**Part-Time Teaching Excellence Award:**  
Charles "Pete" Peterson,  
Practitioner-in-Residence, Marketing;  
College Internship Director



**Outstanding Staff Award:**  
Kathy Mazzeo, Administrative Secretary





**Promoted:**

Armando Rodriguez, Ph.D., Professor, Economics



**Tenured:**

Glenn McGee, Ph.D., Professor, Management



**New Full-Time Faculty:**

Joseph Gladstone,  
Assistant Professor, Management



**University Research Scholar:**

Esin Cakan, Associate Professor, Economics



**University Research Scholar:**

Kamal Upadhyaya, Professor, Economics

# HONOR SOCIETIES



## Beta Gamma Sigma

**Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International.**

*Standing:* Michael Rolleri, Claudine Petrona Coley, Rich Miller-Murphy MBA '91, Armando Rodriguez, Demissew Ejara, Richard Highfield, Gudrun Widme, Frank Martone, Claire Marie Smith, Darell Singleterry, and Xinyi Lu. *Seated:* Asli Guclu, Michelle Zheng, Jason Klein, and Haley Kober. *Not pictured:* Paul J. Dudeck, Jenna M. Giulietti, Peter Alexander Macary, Jiangxue Zhao, Jonathan Wartel, Robert Albright, Wentworth Boynton, Gil Fried, and Charles Skipton.

## Beta Alpha Psi

**Beta Alpha Psi is an international honor society for financial information students and professionals. It serves universities accredited by AACSB International.**

*Standing:* Tyler Losure, Roya Hossienpanah, Matthew Shaeffer, Michelle Zheng, David Rook, Riwaida Kladafalla, Steven Gillett, Stephanie Pratt, Brian Berdecia, William Alberti, Michael Rolleri, Brian Garafola, and Alireza Daneshfar. *Seated:* Bivet Dahal, Melanie Mucciacciaro, Ching-Yu Yao, Taylor Stewart-Grant, Temjit Chawalsantati, Xiangcen Liu, and Qi An. *Not pictured:* Siddhartha Chenna Reddy, Jessica Headden, Anna Vaporis, and Yiran Xing.





## Upsilon Phi Delta

**Upsilon Phi Delta is an honor society to recognize, reward, and encourage academic excellence in the study of healthcare management and policy.**

*Back row:* Brittany Reshotnik, Christopher Goodell, Rachael Petitti, Kaitlyn Frenette, Rimona Johnson, Zachary Smith, Dean Brian Kench, Thomas Giordano, Kevin A. Myatt, Joseph Gladstone, Nicole Letourneau, Dominique Ngbo, Sarah Ramnarine, Bridget Sarpong, Rachel Volpe, and Summer McGee.  
*Front row:* Paul Kindzierski, Samantha Morales, Tyler Salley, Scott Bourret, Grzegorz Rzdak, Rose DiCocco, Cynthia Dabbraccio, and Kelly Diurno. *Not pictured:* Mohammed Alsuwairi, Adriana Fields, Kaitlynn Fitzsimmons, Deevana Kumari Pakerla, Heidi Rillstone, Vicki Savarese, Rachel Seggerman, and Philip Socci.



## Chi Sigma Mu

**Chi Sigma Mu is an honor society of the Commission on Sport Management.**

*Back row:* Gil Fried, Kevin Van Dyk, Daniel Kurtz, Garrett Handley, Rob Holub, Sean Kingsepp, and Chuck Skipton.  
*Front row:* Angela Rivera, Sara Horne, Haley Kober, Mitch Fliss, Adam Goriscak, James Cassidy, Lauren Yost, and Lauren Dudziak. *Not pictured:* Peter Agliata, Tess Bloom, and Julianne Devlin.



# FACULTY INTELLECTUAL

## PEER-REVIEWED JOURNAL ARTICLES:

**Balcilar, M., Cakan, E.,** & Gupta, R. (2017). Does U.S. news impact Asian emerging markets? Evidence from nonparametric causality-in-quantiles test. *The North American Journal of Economics and Finance*, 41(July), 32-43.

**Cakan, E.,** & Gupta, R. (2017). Does U.S. macroeconomic news make the South African stock market riskier? *The Journal of Developing Areas*, 51(4), 15-27.

Devkota, S. C., Koirala, B., & **Upadhyaya, K. P.** (2017). Calculation and decomposition of income inequality in low- and middle-income countries: A survey data analysis. *Applied Economics*, 49(43), 4310-4320.

Faria, J. R., Mixon, F. G., Jr., & **Upadhyaya, K. P.** (2017). Human capital and collegiality in academic beehives: Theory and analysis of European economics faculties. *Theoretical and Applied Economics*, 1(610) 147-162.

**Gladstone, J. S.,** & Pepion, D. D. (2017). Exploring traditional indigenous leadership concepts: A spiritual foundation for Blackfeet leadership. *Leadership*, 13(5), 571-589.

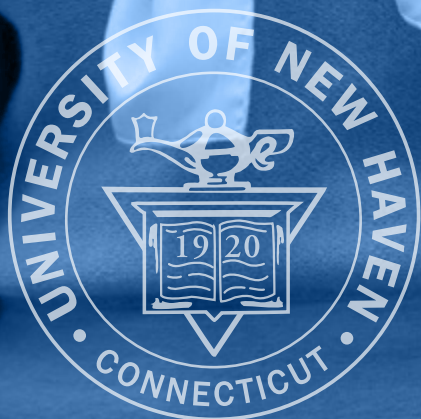
He, J., & **Wang, C. L.** (2017). How global brands incorporating local cultural elements increase consumer purchase likelihood: An empirical study in China. *International Marketing Review*, 34(4), 463-479.

He, J., Wu, Y., Din, L., **Wang, C. L.** (2017). Cultural identity, domestic product recognition, and market segmentation strategies in China. *Management World*, 2017(7), 120-128.

Huang, Z., **Wang, C. L.** (2017). The relationship between belongingness and housing purchasing intention: An empirical study of migrant workers. *Economic Survey*, 2017(2), 43-48.

Koc, S., **Ozkul, A. S.,** Urkmez, D. O., Ozel, H. O., & Cevik, L. C. (2017). An analysis of level and sources of stress in nurses working in a health organization. *Okmeydani Medical Journal*, 33(2), 68-75.

Li, S., Ngniatedema, T., & **Chen, F.** (2017). Understanding the impact of green initiatives and green performance on financial performance in the U.S. *Business Strategy and the Environment*, 26(6), 776-790.



# CONTRIBUTIONS AND IMPACT

**Liang, J.** (2017). A generalized f-test for the mean of a class of elliptically contoured distributions. *Journal of Advanced Statistics*, 2(1), 10-15.

**Liang, J.**, Ng, K. W., & Tian, G. (2017). A class of uniform tests for goodness-of-fit of the multivariate lp-norm spherical distributions and the lp-norm symmetric distributions. *Annals of the Institute of Statistical Mathematics*, 1-26.

Marfatia, H. A., Gupta, R., & **Cakan, E.** (2017). The international REIT's time-varying response to the U.S. monetary policy and macroeconomic surprises. *The North American Journal of Economics and Finance*, 42(November), 640-653.

**McDonald, R.** (2017). Will the Gillette acquisition ever pay off for Procter and Gamble? *International Research Journal of Applied Finance*, 8(10), 1-4.

Mixon, F. G., Jr., Torgler, B., & **Upadhyaya, K. P.** (2017). Scholarly impact and the timing of major awards in Economics. *Scientometrics*, 112(3), 1837-1852.

**Mohs, J. N.** (2017). Financial reporting and the accounting expectations GAAP. *Review of Contemporary Business Research*, 6(1), 25-34.

**Mohs, J. N., Goldberg, M. A.,** & Buitrago, D. P. (2017). Base erosion and profit shifting: Options, opportunities, and alternatives. *International Journal of Accounting and Taxation*, 5(1), 10-21.

**Mohs, J. N., Goldberg, M. A.,** Butler, L. W., & Heath, A. M. (2017). Corporate inversions: New challenges, new opportunities. *International Journal of Accounting and Taxation*, 4(2), 25-35.

**Mumcu, C., & Fried, G.** (2017). Analytics in sport marketing. *Sport Management Education Journal*, 11(2), 102-105.

**Mumcu, C.,** & Greenhalgh, G. P. (2017). Evaluation of attitudes toward women's collegiate athletics. *Journal of Sport Behavior*, 40(3), 309-330.

**Mumcu, C.,** & Lough, N. (2017). Are fans proud of the WNBA's pride campaign? *Sport Marketing Quarterly*, 26(1), 42-54.

**Mumcu, C.,** & Marley, S. C. (2017). Development of the attitude toward women's sport scale (ATWS). *International Journal of Sport Management*, 18(2), 183-209.

Odio, M. A., Goldsmith, A., **Mahoney, K.** (2018). Emotional labor and team commitment for part-time employees. *International Journal of Sport Management*, 19(1), 1-17.

Stewart, D., Verbos, A. K., Birmingham, C., Black, S. L., & **Gladstone, J. S.** (2017). Being Native American in business: Culture, identity, and authentic leadership in modern American Indian enterprises. *Leadership*, 13(5), 549-570.

**Upadhyaya, K. P.,** Dhakal, D., & Mixon, F. G., Jr. (2017). Housing prices, stock prices and the U.S. economy. *Applied Economics*, 49(59), 5916-5922.

**Upadhyaya, K. P.,** Mixon, F. G., Jr., & Bhandari, R. (2017). Exchange rate volatility and the trade balance in China. *Empirical Economics Letters*, 16(9).

**Wang, C. L.,** He, J., & Barnes, B. R. (2017). Brand management and consumer experience in emerging markets: Directions for future research. *International Marketing Review*, 34(4), 458-462.

Wu, R., & **Wang, C. L.** (2017). The asymmetric impact of other-blame regret versus self-blame regret on negative word of mouth: Empirical evidence from China. *European Journal of Marketing*, 51(11/12), 1799-1816.

Yen, D. A., Cappellini, B., **Wang, C. L.,** Nguyen, B. (2017). Food consumption when travelling abroad: Young Chinese sojourners' food consumption in the U.K. *Appetite*, 121(1), 198-206.

## BOOKS:

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Kennedy, D. M., Harrington, C., Verbos, A. K., Stewart, D., **Gladstone, J. S.,** & Clarkson, G. (Eds.). (2017). *American Indian business: Principles and practices*. Seattle, WA: University of Washington Press.

**Wang, C. L.** (2017). *Exploring the rise of fandom in contemporary consumer culture*. Hershey, PA: IGI Global.



**Rich Miller-Murphy MBA '91,  
Chair, CoB Advisory Board**

Rich Miller-Murphy is the director of marketing at New York Blood Center (NYBC), where he focuses on digital communications, hospital demand generation, and marketing. Previously, he served as chief of strategy and marketing in the office of the president, as manager of the office of contracts and pricing administration, and as vice president and executive director for former regional supplier New York Blood Services. Prior to joining NYBC, he served as vice president of marketing at Laerdal Medical Corporation.



**Cathy Bradley EMBA '86**

Cathy Bradley is owner and president of Cathy Bradley Enterprises, a consulting firm designed to help Fortune 500 companies transform to meet strategic business objectives. Bradley sits on the board of directors of Spoken Communications, a technology firm focused on cloud solutions for the customer contact space.



**Joseph R. Catapano '89**

Joseph Catapano is vice president and controller at Pitney Bowes Inc. He has responsibility for global consolidations, as well as worldwide internal and external financial reporting, including the preparation and review of all SEC filings, coordination of the company's compliance with the Sarbanes-Oxley Act, and corporate financial policies and procedures, including the implementation of new accounting pronouncements and SEC rules and regulations. Prior to joining Pitney Bowes, he held finance positions with PepsiCo Inc. and was an audit manager with KPMG Peat Marwick in Stamford, Conn.



**Kenny Coleman '88**

Kenny Coleman serves as senior vice president of marketing for Georgia Power, a subsidiary of Southern Company. He is responsible for pricing and planning, renewable development, sales, and utility relations. In 1999, he joined Southern Company as a residential marketing manager at Alabama Power. Since then, he has held leadership positions of increasing responsibility in retail marketing, external affairs, wholesale marketing, customer service, and marketing and division operations, including vice president of Alabama Power's southern division.



**Michael Davis MBA '86**

Michael Davis is vice president of taxes at Nestle. He brings a unique blend of leadership development, accounting, tax, and systems expertise to Nestle – the world's largest food company, with a market capitalization of \$250 billion. He serves as an officer for numerous Nestle companies, including Nestle USA Inc., Nestle Purina PetCare Company, Gerber Products Company, and Nespresso USA Inc. As an educator, he serves as the executive director of the Executive MBA program at the University of New Haven.



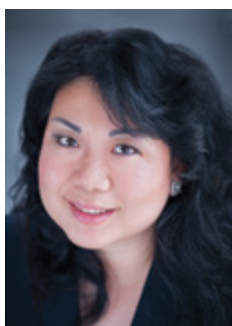
**Craig Douglas MBA '82**

Craig Douglas is vice president and treasurer, and an executive officer, of Stanley Black & Decker Inc. (formerly The Stanley Works). Douglas has spent his entire career with Stanley on a path that has provided him with broad exposure to all facets of accounting and finance within a manufacturing company. Douglas was named director of corporate finance in 1991, assuming global responsibilities for the core treasury function. In 1998, he was appointed treasurer with expanded responsibilities for real estate and risk management. He was appointed vice president in 2007 and executive officer in 2009.



**Susan D'Agostino MBA '85**

Susan D'Agostino is chief administrative officer at Harris Connect, where she has responsibility for operations, human resources, client services, and contracts/compliance. Prior to joining Harris Connect, she held management positions for several government contractors and equipment-manufacturing firms in Connecticut and Massachusetts. She is a certified senior professional in human resources (SPHR) and is a member of the Society of Human Resources Management. As an MBA student at the University of New Haven, she concentrated in international marketing.



**Alice Gao MBA '94**

Alice Gao is senior vice president, head of commercial banking for ICBC USA N.A., a subsidiary of Industrial and Commercial Bank of China, one of the world's largest banking and financial services organizations. In this role, she is responsible for leading a multifunctional team to succeed on a global scale by achieving sales and profit targets.

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## **Will Germain '04**

Will Germain holds the position of senior investment officer at Ventas. He is responsible for originating, negotiating, and executing acquisitions and development opportunities. He previously served as director of acquisitions and investments for Lillibridge Healthcare Services, a wholly owned subsidiary of Ventas. Prior to Ventas, Germain worked at General Electric Capital Corporation, where he held various roles in finance.



## **Baharom Bin Hamzah '85, MBA '87**

Baharom Bin Hamzah is group managing director and chief executive officer of Romstar, a leading Malaysian-based provider of intelligent pipeline inspection services. The company, which he founded in 1997, works with many of the major suppliers of crude oil, including ExxonMobil and Shell, to detect structural issues before leaks in pipes can occur. The company designs, builds, and operates high-resolution magnetic flux leakage (MFL) technology.



## **Frank Hird '78**

Frank Hird is a licensed real estate broker with more than 28 years of experience selling and leasing commercial real estate locally, nationally, and internationally. His experience includes representing major industrial and office property owners, investors, and tenant/buyers for corporations and nonprofit organizations, new construction development, build-to-suit medical requirements, and turnkey lab space development for bioscience companies.



## **Jeff L. Hubbard**

Jeff L. Hubbard serves as market president and commercial sales leader for KeyBank in Connecticut and Western Massachusetts. Prior to the acquisition of First Niagara Bank by KeyBank in 2016, he was the New England regional president for First Niagara. His previous assignments include regional vice president of commercial banking at TD Bank, senior risk officer for Bank of America, and senior vice president and manager for Webster Bank he also served in senior management positions with Fleet Bank and Merrill Lynch.



## **Josephine Moran MS '01**

Josephine Moran is senior vice president and sales manager at Webster Investment Services. Prior to joining Webster, Moran was executive vice president and director of retail banking at Columbia Bank. She was named one of the Top Women in Business in Staten Island in 2015.



## **Anthony Rescigno '74**

Anthony Rescigno has served since 2000 as president of the Greater New Haven Chamber of Commerce and executive director of the Regional Leadership Council, the region's advocate for economic growth. Rescigno also serves as president of the Quinnipiac Chamber of Commerce, an affiliate of the Greater New Haven Chamber. From 1989 to 2000, Rescigno served the town of North Haven as first selectman, where he oversaw more than 200 employees and managed a \$60 million town and education budget.



## **Michele Solomon**

Michele Solomon is a director at Marcum in New Haven, Conn. She currently serves as the director of operations for the New England region. Previously, she had 10 years of experience in the assurance department at Marcum, managing, conducting, reviewing, and analyzing financial information for companies in a variety of industries, including healthcare, not-for-profit, manufacturing, and pension plans.



## **David Sussman**

David Sussman is the chief executive officer and partner of Schmitt-Sussman Enterprises (d/b/a PFP), the nation's largest distributor of individual insurance products sold directly to credit union members. Since launching his career with the company in 1995, Sussman has focused on leadership development and the innovation of new distribution channels. As a result, PFP has continued to evolve its customer engagement strategy in concert with the changing behavior of today's consumer.



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