Career-focused education. Students prepared to compete.
A MESSAGE FROM THE DEAN

Dear Friends,

Welcome to the University of New Haven’s 2016 Annual Report of the College of Business.

Students, faculty and staff have had a rewarding year, and the College continues to make significant strides. In 2016, the College enrolled its largest freshman class since 2008, and we grew our graduate program’s credit hour enrollment by 14 percent.

We also launched several new College of Business and university-wide programs, including a:

- Masters in Finance
- Masters in Accounting
- Health Sciences Program
- International Business Program
- Entrepreneurship and Innovation Program
- Shared Live Client Experience (SLiCE)
- Nonprofit Institute

Our Executive MBA program, which celebrated its 40th anniversary, now boasts over 1,500 alumni around the globe. With the leadership of Michael Davis, vice president of taxes at Nestle, and our exceptional business faculty, students are learning to strategically see, hear, think and act.

Our annual report highlights a broad range of activities which we are engaged in from the classroom to the Greater New Haven community. As you view these pages, I ask that you consider how your skills, ideas, experiences and participation can assist your university to build and sustain a world-class College of Business. To achieve our goals, we need your help and engagement.

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 to share any thoughts or ideas you may have. I would enjoy hearing from you.

Brian T. Kench, Ph.D.
VISION: To become a top-tier college of choice for students seeking an experientially-based professional education

MISSION: To offer a career-focused business education to diverse and globally aware learners
The College of Business’s priority is to increase enrollment in our high-quality undergraduate and graduate business programs. By 2020, our goal is to have 800 undergraduate and 500 graduate students enrolled. These numbers are a snapshot of 2016 student enrollment, employment outcomes, graduate school attendance and College of Business networks and donors.

**Fall 2016 Undergraduate Enrollment:**
520

**Fall 2016 Graduate Enrollment:**
418

**86%** of business graduates are employed or attending graduate school one year after graduation.

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

**Degrees granted in 2016:**
354
20% of graduates attend graduate school directly after graduation

30% of accounting grads

37% of sport management grads

40% of finance grads

Alumni creating a strong career network: 23,151

Number of individual or business donors: 387

100% of Hospitality and Tourism Management majors are working in their field of study within the first year of graduation

MBA alumni network: 8,523

EMBA alumni network: 1,586

95% of MBA graduates seeking employment have jobs one year after graduation
My professors at the University of New Haven emphasized the importance of internships to promote experiential education. While at the University, I applied for finance and accounting internships and landed two — one with Aetna and another with Ernst & Young.

Aetna was my first experience in a corporate environment. I was a finance intern and worked hands-on with corporate budgeting and financial reporting. I attended meetings with my manager, learned about cost centers and allocations and assisted in developing their 2015 annual budget.

At Ernst & Young, I did two audit internships. I had direct interaction with clients and audited insurance companies in the Northeast region. My Ernst & Young internships taught me how to adapt to a busy season work environment while always learning and taking on new challenges.

Today, I attribute my career success to the University of New Haven. The University offered me the resources to succeed. To be competitive in the job market, my professors continuously encouraged my involvement and development of leadership skills.

I served as the vice president of the Accounting Society, a role which expanded my professional network and helped me to obtain my internships. To my benefit, the accounting curriculum also helped me pass my CPA exams.

To me, the University is not just the past. I now work at Ernst & Young as a first-year auditor and keep in touch with my professors and contacts. My experiences at the University of New Haven will have a lasting impact on my life, professionally and personally.

—Jenny Lam ’15, accounting and finance major, MBA ’16
The Entrepreneurship and Innovation Program provides participants from across the University with collaborative and competitive experiences. Students and graduates can harness their imaginations and passions in an innovative atmosphere, which promotes solving real-world problems. Accomplished entrepreneurs and innovators engage in and foster an environment that is creative and dynamic. Two signature program events are the Charger Startup Weekend and the Alvine New Venture Pitch Competition.

The International Business Program prepares students to live and work across the globe. Students acquire an interdisciplinary global perspective, while simultaneously studying the core principles of accounting, economics, finance, management, marketing or sport management. Each student must also demonstrate foreign language proficiency and participate in a study abroad experience.

Amanda Heath ’16
The Nonprofit Institute serves the Greater New Haven community by providing educational services and resources to our local nonprofit partners. The Institute’s new certificate in Leadership, Innovation and Organization Sustainability program is designed to strengthen the leadership and business skills of nonprofit managers. This results in more efficiently managed, sustainable social enterprises that provide greater community impact.

Moire Thomas-Waters ’17 presenting a nonprofit marketing plan at the Boys’ & Girls’ Club second annual Believers Bash at Alexion Pharmaceuticals.

Entrepreneurship and Innovation Advisory Board

Pamela Avallone ’95
Director of Intellectual Property Investments, Brickell Key Asset Management

Dick Albu
President, Albu Consulting

Douglas Campbell
President, The Success Coach

Glenn House ’83
President and Co-Founder, 2Is Incorporated

Michael Maguire
CEO, Structural Graphics

Jill Mayer
Corporate President, Bead Industries

Anil Shah MS ’86
President, MRCC Solutions

Ripi Singh
Chief of Innovation and Strategy, Inspiring Next

David Struwas ’70, MBA ’79
Entrepreneur

Phillip Viscomi ’74
Owner, Business Growth Advisors
Accounting Society Field Visit

The Accounting Society made a field visit to New York City, where students took the Wall Street Financial Crisis Tour, demonstrating the progression of the 2008 financial crisis. Students also participated in a presentation at the Museum of American Finance.

MBA-IOPACT Consulting Case Competition

At the inaugural MBA-IOPACT Case Competition, more than 25 MBA and industrial psychology students presented their rigorous analyses of a modern company case in front of a panel of five corporate judges, including University of New Haven alumni and Business Advisory Board members.

HCAD Student Presentation

The University of New Haven College of Business was represented by three master's degree in healthcare administration students at the National Association of Health Services Executives (NAHSE) annual meeting in October 2016. Students participated for the first time at the NAHSE National Student Case Competition and traveled to Las Vegas, NV to participate in the three-day competition and conference.

Accounting Advisory Board

Greg Budnick
Partner, RSM

Mark Caplan MS ’90
Partner, KPMG

Joe Catapano ’89
Vice President and Controller, Pitney Bowes

George Thomas ’89
Principal, Blum Shapiro

Anthony Scillia ’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 ’71
Partner, Frieberg Smith & Co
Behavioral Economists Dissect Decision-Making ▲

Economics students engaged guests at the 33rd annual Alumni Scholarship Ball as subjects in three classical economic experiments. Each test called attention to features of human decision-making to understand real-world events, ranging from mundane tasks to the inner workings of the stock market.

CFA Institute Research Challenge ▲

Two teams of finance students competed with 11 teams from local universities in the CFA Institute Research Challenge, also known as the Investment Olympics for university students.

International Business Short-Term Study Abroad ▲

Business students studied French law as it relates to culture in French films and food. This included traveling to cities such as Avignon, Beaune, Carcassonne and Pont du Gard for a full-range cultural immersion.
In February of 2016, the Hospitality and Tourism Management Department hosted the third annual “Love Is … A Full Plate” dinner, silent auction and book signing to benefit End Hunger CT! Michelin Star Chef and Restaurant Owner George Mendes attended and spoke at the event in support of End Hunger CT!

Love is a Full Plate ▲

Global Business Symposium ▲
The Global Business Symposium hosted panel members from around the world to engage with College of Business students. The focus was entrepreneurship, doing business around the world and the need to respond quickly to problems in a fast-paced environment.

EMBA Dan Leever ▲
Dan Leever EMBA ’99 spoke at the Executive MBA 40th anniversary lecture series about the principles of success and overcoming adversity. Leever was CEO of MacDermid, a worldwide leader in the specialty chemicals industry, for nearly 25 years. He recently launched Leever Partners, an investment company.
Sport Management Internship Program

The Sport Management program requires its students to participate in one or more internships prior to graduation. Many interns are offered jobs at the conclusion of their internships. These sport management students are proudly working full time with the New York Red Bulls.

CoB Michael Quiello

Michael Quiello ‘74, a member of the University of New Haven’s Board of Governors, spoke to hundreds of students at the 2016 Bartels Lecture Series. The series brings to the University prominent individuals, politicians, military officials, business leaders and journalists. Quiello served as Delta’s chief pilot at New York’s LaGuardia and Kennedy Airports. He later joined United Airlines in 2009 as vice president of corporate safety, security, quality and environment.
Tenured and Promoted:
Xinyi Lu, Ph.D., Associate Professor, Accounting

Tenured:
Summer McGee, Ph.D., Associate Professor, Management

Full-Time Teaching Excellence Award:
Khadija Al Arkoubi, Associate Professor, Management

Excellence in Service Award:
Richard Highfield, Professor, Finance

Part-Time Teaching Excellence Award: Brian Marks, Practitioner in Residence, Economics; Executive Director, Entrepreneurship and Innovation Program

CoB Appreciation Award:
Mary Miller, Lecturer, Accounting

Excellence in Research Award:
Kamal Upadhyaya, Professor, Economics

New Full-Time Faculty:
Patrick Gourley, Assistant Professor, Economics

New Full-Time Faculty:
Ron Kuntze, Professor, Marketing and Director, Nonprofit Institute
Beta Gamma Sigma ▲

Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International. Membership in Beta Gamma Sigma is the highest recognition a business student anywhere in the world can receive in a business program accredited by AACSB International.

Class of 2016 Inductees: Maria Alzate, Seema Bhat, Salvatore Celzo, John-Paul DiTommaso, Benjamin Ear, Abbey Girasuolo, Joshua Howard, Jenny Lam, Oscar Johannesson, Sean Kingsepp, Lizzie Lani Lin, Frank Martone, Stephanie Mazzeo, Rachel Menna, Echo Montey, Melanie Mucciacciaro, Manoj Ragupathy, Efstathios Simos, Dan St. John, Julian Zhelo, Chengyan Zeng.

Healthcare Administration Advisory Board

Ramsey Augustadt MBA ’16
Senior Director, Optum

Paul Faraclas MBA ’96
Former SVP, SPH Analytics

David Fusco MS ’93
Former President and CEO, Blue Cross Blue Shield

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

Jennifer Jackson MBA ’88
President and CEO, 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

Upsilon Phi Delta ▲

Upsilon Phi Delta Honor Society is an honor society to recognize, reward and encourage academic excellence in the study of healthcare management and policy. The organization promotes activity and encourages interest in healthcare management, policy and leadership careers.

Beta Alpha Psi

Beta Alpha Psi is an international honor society for financial information students and professionals. The organization promotes the study and practice of accounting, finance and information systems. Beta Alpha Psi serves universities accredited by AACSB International.

Class of 2016 Inductees: Casey Alfano, Maria Alzate, Suhas Balaji, Seema Bhat, Julia Caccavale, Matthew Cadrin, Alexander Cloutier, Marcus Cudjoe, Yiyao Dou, Benjamin Ear, Yiming Fan, Brian Garafola, Robert Gendron, Abbey Girasuolo, Anthony Greenfield, Nevien Hafez, Amanda Heath, Roya Hosseinpanah, Jurgena Hysolli, Brittany Jozaitis, Michael Kandolin, Sarah Kennedy, Tyler Kocher, Shanissa Lakchicharran, Jenny Lam, Nicholas Lauria, LangXi Lin, Steven Lynchard, Frank Martone, Stephanie Mazzeo, Racheal Menna, Amani Miller, Jesse Miller, Miles Mortali, Serena Pacelli, Andiolino Perticaro, William Richard, Ivan Seenarine, Dane St. John, Tianyin Yu, Zhiyuan Zhao, Brian Zheng, Michelle Zheng.
Peer-Reviewed Journal Articles:


**Books:**


**Book Chapters:**


Rich Miller-Murphy MBA ’91, Chair, CoB Advisory Board
Rich Miller-Murphy is the director of marketing at the New York Blood Center (NYBC), where he focuses on digital communications and hospital demand generation/marketing. Previously, he served as NYBC’s chief of strategy and marketing in the office of the president, as manager of the office of contracts/pricing administration and as vice president and executive director for NY Blood Services. Prior to joining the NY Blood Center, 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 their businesses to meet strategic business objectives. The firm specializes in contact center and business process outsourcing (BPO) solutions. She is also on the board of directors of Spoken Communications, a technology innovator in native cloud contact center solutions.

Joseph R. Catapano ’89
Joseph Catapano ’89 is vice president and controller at Pitney Bowes Inc. He is responsible for global consolidations, worldwide internal and external financial reporting, including the preparation and review of SEC filings, coordination of the company’s compliance with the Sarbanes-Oxley Act and corporate financial policies, including the implementation of new accounting pronouncements and SEC rules and regulations. Prior to Pitney Bowes, he held positions with PepsiCo and KPMG.

Kenny Coleman ’88
Kenny Coleman serves as senior vice president of marketing for Georgia Power. 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. 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 is vice president and treasurer and an executive officer of Stanley Black & Decker, Inc. (formerly The Stanley Works). Craig has spent his entire career with Stanley on a career path that has provided him with broad exposure to all facets of accounting and finance within a manufacturing company. Craig 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 the chief administrative officer at Harris Connect, where she is responsible for operations, human resources, client services and contracts/compliance. Before 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.
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 multi-functional team to succeed on a global scale by achieving sales and profit targets. Prior, she was the senior credit approval officer and team leader for HSBC USA, and she served as the vice president and commercial relationship manager for Bank of the West.

Baharom Bin Hamzah ’85, MBA ’87

Baharom Bin Hamzah is group managing director and CEO of Romstar, a leading Malaysian-based provider of intelligent pipeline inspection services. The company, which he founded in 1997, works with 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 vice president of O,R&L Commercial and a licensed real estate broker with more than 28 years of experience. He sells and leases commercial real estate nationally and internationally, representing major industrial and office property owners, corporate tenant representation agreements, new construction development and lab space requirements for bio-science companies. He is the president of the CT/Western MA Chapter of the Society of Industrial and Office Realtors.

Josephine Moran MS ’01

Josephine Moran is senior vice president and sales manager at Webster Investment Services. She leads a team of financial consultants and associates with over $13 billion in assets, directs the Retirement Plan Services Program and directs the RoboAdvisor and Call Center programs. Before joining Webster, she was executive vice president and director of retail banking at Columbia Bank. She previously held positions with Santander Bank and Wells Fargo. 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. He also serves as president of the Quinnipiac Chamber of Commerce, an affiliate of the Greater New Haven Chamber. From 1989–2000, he served the town of North Haven as first the selectman, where he oversaw more than 200 employees and managed a $60 million town and education budget.

Ferdinand Risco Jr. EMBA ’09

Ferdinand L. Risco Jr. serves as the executive director of diversity and inclusion for the Metropolitan Atlanta Rapid Transit Authority (MARTA). He is responsible for the authority’s affirmative action/equal employment opportunity program, disadvantaged business enterprise program and Title VI plan. He develops and implements diversity and inclusion initiatives and consults with the executive management team to ensure that decisions, activities, programs and services are equitable and do not adversely impact current or potential employees, customers, communities, businesses or other stakeholders.

Mike Murphy EMBA ’98

Michael Murphy is the vice president and general manager of Alinabal Inc. in Milford, Connecticut. Before joining Alinabal, he was a major account manager with General Electric. Previously, he was director of acquisitions for Donnelly Development Corporation. He serves on the boards of Alinabal Holdings, Goodwill Industries of Western and Northern Connecticut, the Connecticut Irish Scholarship Fund and Helms Housing. He is a member of the Advisory Council of Mercury Marine.