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

Brian T. Kench, Ph.D.
Dean, College of Business
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Fall 2017
Undergraduate Enrollment: 556

Student-to-Faculty ratio: 16:1

Fall 2017
Graduate Enrollment: 428

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

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

Students by the Numbers
95% of MS Healthcare Administration graduates are working in their field of study within the first year.

88% of business graduates are employed or attending graduate school one year after graduation.

Degrees granted in 2017: 337

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
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 Schnept ’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.

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 Edgecomb ’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 Sakiwicz ’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

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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 Faracas 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 Jalyn 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
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
Outstanding Staff Award: Kathy Mazzeo, Administrative Secretary

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.


Beta Alpha Psi

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

Chi Sigma Mu

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


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.


**BOOKS:**


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.

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.

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.
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.