A Message from the Dean

Dear Friends,

Welcome to the University of New Haven 2018 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 as of 2018 our BS Business Analytics, MS Finance and MBA programs have been STEM certified. Our Business Analytics, Finance and MBA programs are among a handful of business programs in the U.S. to have received a STEM designation.

The 2018 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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Students by the Numbers

STEM MBA Programs:

1 of 8 in the United States

Student-to-Faculty ratio:
16:1

44%

Students from underrepresented groups

Median Salary of University of New Haven Graduates

10 years out:
MBA = $134,408

4 years out:
MBA = $96,227
MS Taxation = $91,881

1 year out:
MBA = $82,312
MS Taxation = $84,541
BS Accounting = $53,748
BS Finance = $45,702
94.2% of business graduates are employed or attending graduate school one year after graduation

Degrees granted in 2018: 275

International students: 13%

CHARGER CHALLENGE:
An ambitious $100 million capital campaign designed to share and solidify the University’s future. As of December 2018, we’ve reached 94.7% of our goal!

Contribute to the development of business leaders at NewHaven.edu/Give

100% of MS Taxation and MS Sport Management graduates seeking employment have jobs one year after graduation
Hands-On Learning

Sport Management Students Intern at MetLife Stadium
Non-Profit Institute Advisory Board

Andy Eder, Chair
Chairman, Eder Brothers Inc.

Khadija Al Arkoubi, Ph.D.
Associate Professor of Management, University of New Haven

Mara Balk
Cultural Arts Program Director, JCC of Greater New Haven

Erik Clemons
Executive Director & President, Conncat

Susan D’Agostino MBA ’85
Principal, SLD Consulting Services LLC

Kellyann Day
Chief Executive Officer, New Reach

Laura Downs
Director, Morrison Downs Associates Inc.

Alice Forrester
Chief Executive Officer, Clifford Beers

Charles Frey
Consultant, COLAGE

Chris George
Executive Director, IRIS

Dan Gurvich
Executive Director, Neighborhood Music School

Ron Kuntze, Ph.D.
Executive Director, Non-Profit Institute; Professor of Marketing, University of New Haven

Kirsten Levinsohn
Executive Director, New Haven Reads

Liza Petra
Executive Director, Branford Community Foundation

Randi Ruben Rodriguez
Executive Director, ’r Kids Family Center

Allyx Schiavone
Executive Director, Friends Center for Children

Joanne Sculli
Executive Director, Solar Youth Inc.

James Sugarman
Sole Member, Pioneer Executive Recruiting LLC

Non-Profit Institute Advisory Board

Alvine New Venture Pitch Competition
Robert Alvine, Board of Governors emeritus member; Stephen Tagliatela, Board of Governors member; Dr. Brian Kench, CoB Dean; David Sussman, CoB Advisory Board member; Carl Soderberg ’07, 2018 Exemplary Young Entrepreneur Award winner; David Salinas, 2018 Outstanding Entrepreneur Award winner; Glenn House ’83, 2018 Distinguished Entrepreneur Award winner, and College of Business faculty and students.

2018 Cross-Disciplinary Competition
Faculty (alphabetically listed): Dr. Khadija Al Arkoubi, Dr. Bruno Barreto de Goes, Dr. Maurice “Mo” Cayer, Dr. Richard Highfield, and Dr. Eric Marcus.

Accounting Advisory Board

Mark Caplan  MS ‘90
Partner, KPMG

Joseph 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, Friedberg Smith & Co

Accounting Is My Major (AIM)
High school accounting students enjoy the presentation by accounting professor Michael Rolleri during a visit to the University of New Haven.

Accounting Society Field Visit
Accounting professors Dr. James Mohs and Mike Rolleri and Accounting Society students visit the New York City offices of RSM, a global audit, tax, and consulting firm.

Team Earns Third Place at CFA Institute Research Challenge — Investment Olympics for University Students
Dr. Fang “Frank” Chen, Timothy Cronin, Dolapo Egbewole, Kevin Guo, Dr. Wentworth “Charlie” Boynton, and Philip Walker, CFA, place third at the 2018 CFA Institute Research Challenge.

Governor Ned Lamont speaks at College of Business and Greater New Haven Chamber of Commerce Gubernatorial Forum
Hands-On Learning

Economics and Business Analytics Advisory Board

John Rosen  
Executive Director, MCAworks

Murat Akgun  
Executive Director, NewTechHaven

David Sacco  
Executive Director, NewTechHaven

Larry Flanagan ’80  
President, AARP Services

Michael Driscoll EMBA ’87  
Executive in Residence, Connecticut Innovations

Marcelo Nacht  
Partner, Praxis Research

Carolyne Cebrian Soper  
Department of Economics, Central Connecticut State University

Team Earns Third Place at University Trading Challenge

Dr. Fang “Frank” Chen, Swetha Rajasekaran, Joshua Biggs, and Omar Khosht place third in the 2018 U.S. University Trading Challenge in Boston.

Fall 2018 Bartels Fellow

Michael J. Hartnett, Ph.D. — RBC Bearing

TCOE Dean Ron Harichandran, Dr. Michael Hartnett, President Steven Kaplan, Associate Dean Chuck Skipton, and Dr. Maria-Isabel Carnasciali.

Spring 2018 Bartels Fellow

Allen Rosenshine — BBDO Worldwide

Allen Rosenshine and American Marketing Association University of New Haven Chapter President Melinda Nanassy.

Spring 2018 Executive MBA Speaker

Louise Dembry, MD, MS, MBA ’08 — Society for Healthcare Epidemiology of America

Guest speaker Dr. Louise Dembry, center, with Dean Brian Kench and Executive EMBA Director Michael Davis.
Hospitality Tourism Management Advisory Board

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

Jeffery Hazell
President, Boston Lobster Feast

Glenn Jette
Connecticut Hotel Developer/Owner; Member, Waterford Hotel Group

Steve Klemenz
General Manager, Country Club of Fairfield

Zack Miller-Murphy
Former Senior Vice President of Financial Services, Loews Hotels

Tom Warren
Senior Vice President and Chief Operating Officer, Unidine Corp.

Travelers Claim University Field Visit
Travelers associate account executive Ronald Pierce ’16, left front row, and coworkers host University of New Haven students at Travelers Claim University.

Center for Family Business Conference
Atty. Laura Sousa, formerly of Wiggin and Dana; Paul Sessions, Director of CFB; Atty. Michael Clear, Wiggin and Dana; Jill Mayer, CEO of Bead Industries; Sarah DellaVentura, COO of Bishop’s Orchards; Scott Iague, President of Wilco Sales and Service Inc.; Dick Albu, Albu Consulting LLC; Jamie Stirling, CEO of Stirling Benefits Inc.; Dan Preston, formerly of Gownie Group; Brad Hardy, Senior VP of KeyBank Commercial Banking; Joe Pucci, William Blair and Company.

Fall 2018 Executive MBA Speaker
Jon Joslow
Sport Management
Advisory Board

Chris Bartels MS ’15
Senior Manager of Sports Communications, United Entertainment Group

Shane Beardsley, CVP
Director of Venue Operations, The Howard Hughes Corporation and The Rooftop at Pier 17

Mike Boissonneault
Chief Executive Officer, Rewirement Media LLC

Chris Brown
President, Guest Experience & Venue Services, New York Mets

Jon Butler
Executive Director, Pop Warner Little Scholars Inc.

Chris Canetti
President, Houston Dynamo, Major League Soccer (MLS)

Evan Dabby
Executive Director, New Jersey Youth Soccer

Brent Fisher MS ’03
Senior Vice President, Distribution - Affiliate Sales and Marketing, MLB Network

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

Anna Nakapkina MS ’09
Head of Sponsorship and Special Projects, SOGAZ (Russia)

John Ponzio
Former President, Autotote; Gambling and Casinos Consultant and Contractor

Frank Russo Jr. ’76
Executive Vice President, Spectra Venue Management

Lindsay Salt ’10
Brand Manager at BodyArmor SuperDrink

Nick Sakiewicz ’83
Commissioner, National Lacrosse League (NLL)

Jef Thiffault ’99
Former Managing Director, National Professional Soccer League (NPSL); Operations Manager, Major League Soccer (MLS)

Kenneth Wadja
Senior Vice President of Finance, Spectra

Ralph Willis
Managing Member, EFA Partners

Michelle Difilippantonio Wilson
Co-President, World Wrestling Entertainment

Charger Startup Weekend
Jasmine Flete, Esther Dronyi, Yaw Ansong, and Keerthana Krishnaraj collaborate at Charger Startup Weekend, where students brainstorm ideas for products and services, test market ideas with potential customers, network, and participate in a pitch competition.

EMBA Cohort ’19 Visits Washington, D.C.

SLiCE Project: Call to Care Uganda
Back Row: Mario Rotella and Brandon Basler. Front Row: Edgar Diaz, Paige Deluca, Call to Care Uganda Executive Director Martha Hoffman, and Dr. Ron Kuntze.
Alumni Reception
Dean Brian Kench visits with College of Business alumni in Beijing, China.

SLiCE Project: Webster Bank

Liberty Initiative Speaker
Dr. Angela Dills – Western Carolina University
Back Row: David Sacco, Dr. A.E. Rodriguez, Murat Akgun, Dr. Patrick Courley, Kledis Capollari, Dr. Brian Marks, and Mark Sabal.
Front Row: Unknown, Brynn Slicer, Sarah Caro, Dr. John Rosen, Dr. Angela Dills, and Associate Dean Chuck Skipton.

Alumni Reception and Student Excellence Awards
Faculty (alphabetically listed): Dr. Wentworth “Charlie” Boynton, Gil Fried, Dean Brian Kench, Dr. Ron. Kuntze, Brian Marks, James Mohs, and Michael Rolleri.
ChargerLink — Powered by 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:
- Apple
- AT&T
- Aetna
- Alinabal
- Connecticut Stone
- Deloitte
- Ernst & Young
- ESPN
- Foxwoods Resorts
- GE
- KPMG
- Major League Soccer Headquarters
- Marcum
- Morgan Stanley
- National Hockey League Offices
- New York Blood Center
- Octagon
- Pratt & Whitney
- PwC
- RSM
- Saybrook Point Inn
- Sikorsky
- Stanley Black & Decker
- The Hartford
- TD Bank
- Travelers Insurance
- Walt Disney World Resort
- Webster Bank
- Yale New Haven Health
- Yelp

In spring 2018, I became a human resources co-op generalist at Pratt & Whitney, a United Technologies Company, in East Hartford, Conn. Pratt & Whitney was my first experience working in a large corporate setting.

I collaborated with the military engines and human resource business partners and supervisors to understand the current and historical staffing process. I also assisted client groups by completing transactional and operational tasks. My responsibilities included co-facilitating trainings, completing ad hoc report requests, creating compensation analyses, and training new team members.

Because of my successful spring internship experience, I was accepted into the United Technologies Corporation Human Resource Leadership Development Program in the fall of 2018. The leadership training program included three impactful eight-month assignments in human resource disciplines across diverse business units.

Tanisha Tikema-Marie Mair MBA/MPA ’19
The University of New Haven isn’t just a place to get a degree; it’s also a place to gain real-world perspectives from a wide range of highly experienced professors. This aspect of education is paramount for a job market that is becoming more competitive.

I’m not ashamed to mention that I am a high school dropout who, by conventional wisdom, wasn’t supposed to succeed. However, with hard work, dedication and a welcoming university, I was able to elevate myself to one of the most prestigious accounting firms in the world.

During my first year of graduate school, I had the opportunity to intern at KPMG, where I served as a financial services audit intern. I assisted licensed CPAs with auditing a multibillion-dollar bank, focusing on mortgage and broker-dealer functions. This internship gave me a unique perspective on the process that a publicly traded company must go through to remain compliant with the U.S. Securities and Exchange Commission.

Knowing that millions of investors, creditors, and other stakeholders were relying on our team for a level of assurance regarding the bank’s financial statements, highlights the importance of the accounting profession.

Shortly after completing the engagement, I was offered a full-time position. The accounting faculty helped prepare me for my CPA exam, and the College of Business gave me the knowledge and skills I need to advance my career to the furthest reach possible.

Jordan Crooms ‘18, MBA ‘19

In the summer of 2018, I had the opportunity to intern for The Nature’s Bounty Co., a leading global manufacturer and distributor of health and wellness products in Ronkonkoma, N.Y. As a human resources-supply chain intern, I worked alongside many of The Nature’s Bounty executives.

For my individual project, I was responsible for appraising the company’s existing job descriptions, conducting job analyses on 25 positions within the supply chain, and updating the job descriptions for those positions. In addition, I was tasked with working with supply chain interns to identify, quantify, and apply monetary values to the losses in one of the packaging facilities. After completing this process, we were able to propose solutions to measure and achieve zero loss.

My internship with The Nature’s Bounty Co. was a valuable experience, allowing me to establish professional connections and gain real-world experience.

Megan Fischer ‘19
NEW FACULTY | PROMOTIONS | AWARDS

Kim Mahoney
Assistant Professor, Sport Management

Ceyda Mumcu
Assistant Professor, Sport Management

James Mohs
Accounting

Jan Jones
Instructor, Hospitality and Tourism Management

Leah Hartman
Instructor, Finance

Excellence in Service Award
Excellence in Research Award
Tenured
New Full-Time Faculty
New Full-Time Faculty
Leah Hartman
Instructor, Finance

Richard Highfield
Emeritus Professor, Finance

Dr. Bruno Barreto de Góes
Assistant Professor, Management

Vasiliki Kosmidou
Assistant Professor, Management

Brian Marks
Instructor, Economics and Entrepreneurship
Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International.

CLASS OF 2018 INDUCTEES

Honoree: Josephine Moran, Provident Bank, Advisory Board chair.

Faculty: Vasilike Kosmidou, Assistant Professor of Management.

Beta Alpha Psi

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

Faculty: James Mohs, left, and Michael Roller, right.


Chi Sigma Mu

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

CLASS OF 2018 INDUCTEES

Pictured: Chris Digeronimo, Adam Comuniello, Jon-Luke Ferrandino, William Cornelio, Richard Repetsky, and Professor Gil Fried. Fried received a certificate of appreciation for being the longest-serving member of the Commission on Sport Management Board of Directors.

PEER-REVIEWED JOURNAL ARTICLES:


CONTRIBUTIONS AND IMPACT


BOOKS:


Josephine Moran MS ’01
Chair, CoB Advisory Board

Josephine Moran is executive vice president, head of retail banking at Provident Bank. She was named one of the Top Women in Business in Staten Island in 2015.

Alper Anil MBA ’97

Alper Anil is managing director of Ancore Resources International, a specialized trading and merchandising company. He also recently established Ancore Myanmar Co. Ltd., an aluminum and glass facade manufacturer serving the construction sector in Myanmar.

Jim Betzig

Jim Betzig is chief executive officer and partner at Trinity Point Wealth. He has been named a top financial advisor by Connecticut Magazine from 2012 to 2016 and a Barron’s Top 1200 Advisor for 2016 and 2017.

Cathy Bradley EMBA ’86

Cathy Bradley is owner and president of Cathy Bradley Enterprises, a consulting firm that helps Fortune 500 companies transform. She is also 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 chief accounting officer at Pitney Bowes Inc. He is responsible for global consolidations and worldwide internal and external financial reporting.

Kenny Coleman ’88

Kenny Coleman is the assistant to the executive vice president of operations at Southern Company. He is responsible for pricing and planning, renewable development, sales, and utility relations.

Will Germain ’04

Will Germain is the senior investment officer at Ventas. He is responsible for originating, negotiating, and executing acquisitions and development opportunities.

Baharom Bin Hamzah ’85, MBA ’87

Baharom Bin Hamzah is group managing director and chief executive officer of Romstar, a Malaysian-based provider of intelligent pipeline inspection services. The company, which he founded in 1997, works with crude oil suppliers to detect structural issues and prevent pipe leaks.

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.

Kelly Haskins

Kelly Haskins is senior vice president and director of community banking implementation management and operational risk at Webster Bank. She joined Webster in 1996 as a product manager for investments.

Jeff L. Hubbard

Jeff L. Hubbard is the market president and commercial sales leader for KeyBank in Connecticut and Western Massachusetts. Before the acquisition of First Niagara Bank by KeyBank in 2016, he was the New England regional president for First Niagara.
Michael Davis  MBA ‘86

Michael Davis serves as an officer for numerous Nestle companies, including Nestle USA Inc., Nestle Purina PetCare Company, Gerber Products Company and Nespresso USA Inc. Davis is also the executive director of the Executive MBA program at the University of New Haven.

Craig Douglas  MBA ‘82

Craig Douglas is the former vice president and treasurer, and an executive officer, of Stanley Black & Decker Inc. (formerly The Stanley Works). He spent his career with Stanley, receiving broad exposure to all facets of manufacturing accounting and finance.

Susan D’Agostino  MBA ‘85

Susan D’Agostino is the founder and principal of SLD Consulting Services, a firm providing human resources, contracts, policy, and compliance services.

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.

Eran Zalsman

Eran Zalsman is the founder and president of AcadeME, an intelligent career development platform that empowers colleges and bridges the gap between the millennial students, employers, and career development centers. He is also a partner and CEO of Ashkenazy-Zalsman, an Israeli advertising and marketing agency.