



BRYANT
UNIVERSITY

INSIGHTS
AND
OPPORTUNITIES
FOR ALUMNI

Volume 19
No. 2
April 2016

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Alumni Achievement Award winners

Bryant University and the Office of Alumni Engagement honored the recipients of the 2016 Alumni Achievement Awards at a dinner on Alumni Engagement Day. Through their career success and involvement with Bryant after graduating, these alumni enhance the reputation of the University while the Distinguished Faculty member raises the level of discourse with students.

DISTINGUISHED ALUMNUS:

William Piccerelli '64, co-founder and partner of Piccerelli, Gilstein & Company, is now celebrating more than 45 years as a CPA and 41 years since establishing with co-founder the late Alan Gilstein '64 of Piccerelli, Gilstein & Company, a leading CPA firm in Providence, RI, with more than 20 alumni in prominent positions. Piccerelli began his career with Hasken & Sells and was the audit manager on the sale of Bryant's Providence Campus to Brown University.



William Piccerelli '64

DISTINGUISHED ALUMNA – GRADUATE SCHOOL:

As President and Chief Executive Officer of Kent Hospital, the second largest hospital in Rhode Island, and Chief Operating Officer of Kent's parent company, Care New England, **Sandra Coletta '88 MBA** is a savvy businesswoman with more than 30 years of experience in a hospital setting. She took the helm in October 2008 during a challenging time – a loss of almost \$9 million dollars had posted in 2007. In 2009, Kent posted \$3.7 million in net income. Care New England health system includes Butler and Women & Infants Hospitals in Rhode Island.



Sandra Coletta '88 MBA

YOUNG ALUMNI LEADERSHIP:

Timothy Bertrand '00, Chief Revenue Officer, Acquia, leads Acquia's 200+ person global sales and field operations organization including managing those who run all functional areas (field operations, inside sales, global channels, sales development, pre-sales, account management, sales operations) within the Americas, International, and Public Sector/ Government.



Timothy Bertrand '00

saw tremendous growth in membership, engagement, and events. He also served three terms on the National Alumni Council and was a founding charter member of the Bryant Wall Street Council. He remains actively involved in the RAN and on campus.

DISTINGUISHED FACULTY AWARD:

Lori Coakley, Ph.D., Professor of Management, known for her fast-talking style and real-world approach,



Lori Coakley, Ph.D.

MORE ALUMNI ENGAGEMENT DAY COVERAGE, PAGES 4-5

GULSKI SERVICE AWARD:

Eric Bertrand '94, Partner, Strategic & Financial Consultant, EyeballNYC, helped re-establish and chaired the New York City RAN and over-



Eric Bertrand '94

has received several teaching awards at Bryant. Coakley has published and presented on topics ranging from defense conversion to adaptive leadership to design thinking. She runs a robust consulting practice, teaching personal branding, negotiation, and women and

GULSKI SERVICE AWARD:

M. Patricia (Long) Castelli '65 and **Peter Castelli '65** received the award in June 2015 for their many years of service to Bryant as part of the Loyal Guard Reunion, which was held separately last summer. Sadly, Mr. Castelli died shortly after receiving the award.

Dedication for Conaty Indoor Athletic Center

Earlier this month Bryant held ribbon-cutting ceremonies for its new Conaty Indoor Athletic Center, named for Sue and **Bill Conaty '67** in recognition of approximately \$7.5 million in leadership gifts to Bryant's capital campaign, *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*. Bill Conaty, Senior Vice President (Retired), Corporate Human Resources General Electric Company, is Chair of the Bryant University Board of Trustees and co-chairs Bryant's capital campaign with Michael E. Fisher '67.

At 80,000 sq. ft., the Conaty Indoor Athletic Center is one of the largest facilities of its kind in the Northeast and features a state-of-the-art indoor turf field with a full 120



yards of turf. Bryant is the only private NCAA Division I school in New England with a similar, permanent structure. The new Center is meant to level the playing field for Bulldog sports, adding a venue for practice 365 days a year and overcoming challenges posed by harsh New England winters. In addition to the indoor turf field, the project also

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www.bryant.edu/social

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NAC CORNER

The Alumni Bulletin is changing! Bryant's quarterly alumni publication is now called "Engage," a refreshed, expanded 12-page format. Don't worry – we are keeping your favorite features.



BRYANT
UNIVERSITY
Alumni Association

The new title reflects the change we made two years ago to rebrand alumni relations as alumni engagement. We are dedicated to finding meaningful ways for alumni to engage with Bryant, whether close to campus or across the globe. Today, in addition to signature programs and events like Reunion and our Regional Alumni Networks, we also provide online professional development through a webinar series and virtual networking.

We also needed more space to share the stories of the **Campaign for Bryant's Bold Future**, which is defining the future of Bryant through new facilities, increased scholarships, and resources for faculty and student programs. To date, Bryant has raised more than \$60 million – from gifts of \$20.16 to several million. Every gift counts, and we will tell you about the impact all gifts are having as

we invite you to be part of Bryant's bold future.

Your National Alumni Council eagerly seeks your feedback. Whether you connect with us on LinkedIn or Facebook, or attend an event or webinar, we want to hear from you. Please let us know what you'd like to see in future issues by emailing our staff at alumni@bryant.edu. Thank you.



Rita Williams-Bogar '76
NAC Vice President

9 out of 10 top accountants are Bryant grads

Bryant alumni are featured prominently on annual lists compiled by the National Academy of Public Accounting Professionals (NAPAP). Nine of the 10 accountants listed on NAPAP's Top 10 Public Accounting Professionals for Rhode Island are Bryant alumni, and of NAPAP's Top 10 rising stars in Rhode Island, six are Bryant alumni.

The Top 10 Public Accounting Professionals list includes:

- **Richard Botham '97, '12 MST**, Yarlas, Kaplan, Santilli, Moran, Ltd, Providence
- **Richard DeRienzo '77, '83 MST**, LGC&D LLP, Providence
- **Roland Lachapelle '74**, Mardo, Lachapelle & Palumbo, LLC, Providence
- **Arthur Lambi '94 MST**, Arthur Lambi & Associates, Inc, Cumberland
- **Alan Litwin '87 MST**, KLR, Providence
- **Steven Monacelli '84, '90 MST**, Restivo Monacelli LLP, Providence
- **Jacquelyn Tracy '99 MST**, Mandel & Tracy, LLC, Providence
- **Anthony Vernaglia '89**, Piccerelli Gilstein & Co., LLP, Providence
- **Donald Wisehart '84 MST**, Wisehart, Inc., Kingston

NAPAP utilizes a stringent selection process to award the best public accounting professionals in each state. The small number of professionals who are honored have demonstrated an extraordinary amount of knowledge, skill, experience, expertise, and success in their field.

The rising stars list includes:

- **Michael Crawley '11 MST**, LGC&D LLP, Providence
- **Michelle Cullion '04 MST**, DiSanto, Priest & Co., Warwick
- **David Fontes '07 MBA**, BlumShapiro, Providence
- **Ryan Holzinger '00, '01 MSA, '07 MST**, Medical & Dental Consultants, Inc., Cranston
- **Katie Kloss '15 MST**, Sansiveri, Kimball & Co., LLP, Providence
- **Kerri Rawcliffe '08 MST**, Batchelor, Frechette, McCrory, Michael & Co., Providence

All finalists were nominated by industry peers or clients. The list of finalists is then given to the NAPAP Board of Governors who narrow the field to 10.

Bryant University – Do One Thing

As a Bryant graduate, you benefited from the tradition of excellent, hands-on learning that has endured from the school's founding in 1863. You also became a member of a global community of alumni that's more than 44,000 strong. Your graduating class helped build a foundation for future alumni and today this foundation is strengthened when alumni engage with the University and its faculty and students.

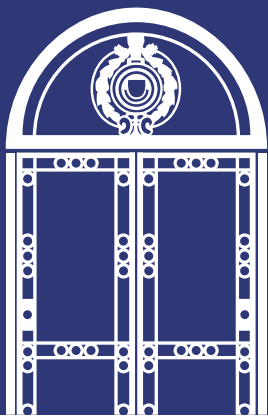
There are many ways to connect – and stay up to date – with your alma mater. We especially treasure alumni who connect through multiple points of engagement. The quickest way to do many things is to do one thing at a time. Here are 10 ways to connect with Bryant.

What's your one thing?
#1thing4bryant

Visit www.bryant.edu/alumni
or call **(401) 232-6040**
to learn more.

Visit Campus.

Learn more about the life of Bryant University today and enjoy events designed for alumni. See the changes since you were last here, and hear how they benefit today's students.



Share Your Expertise.

Mentor a student, judge a competition, serve as a guest speaker.



Hire Talent. Hire Bryant.

Post internships and job opportunities through the Amica Center for Career Education.



Your Gift Counts.

No matter what amount works with in your budget make an investment in the value of your diploma by contributing to Bryant.



Bleed Black & Gold.

Cheer for the Bryant Bulldogs at home, on the road, or with the NECfrontrow.com app, now available for iPhone or iPad.



Get Social.

Follow Bryant Alumni on Facebook, Twitter, and Instagram, and get involved with the Bryant community through social media.



Network at Alumni Events.

From California to Maine, Nevada to Florida, we're likely hosting an event near you this year.



Wear Your Heart for Bryant on Your Sleeve.

You can shop online through the Bryant Bookstore or Bryant Athletics and show your Bryant pride.



Travel in Good Company.

The Alumni Travel Program allows you to journey to exciting locations and expand your global perspective.



Spread the Word.

Loved your Bryant experience? Tell everyone, especially students who are looking for their future college.



ALLISON LABONTE COUVILLION '08:

The grass is greenest on the golf course

During the spring of her junior and senior years, Management major **Allison LaBonte Couvillion '08** interned as Sponsor Services Assistant at the CVS Health Charity Classic golf tournament, a professional golf tournament that is an unofficial event on the PGA TOUR. The annual, two-day team event is held at Rhode Island Country Club in Barrington, RI, has a purse of \$1.5 million, and has distributed more than \$18 million to charities over the years.

A HOLE IN ONE

She was hired by CVS Health Charity Classic after graduation and worked there four more years before moving in August 2012 to New Orleans, her husband's hometown. Now, she is Volunteer Manager for the Zurich Classic of New Orleans, which raises money for the Fore!Kids Foundation, that then distributes funds to local non-profits.



"I work hard so they can have opportunities like I had; to grow up and be successful adults doing what they love."

–Allison LaBonte Couvillion '08

"Seeing the children we help to support is really fulfilling," she says. "I work hard so they can have opportunities like I had; to grow up and be successful adults doing what they love."

PREPARATION IS KEY

LaBonte – who manages more than 1,000 volunteers – says Bryant prepared her for this career by instilling important skills such as time management, communication, and teamwork toward a common goal.

It also gave her the confidence to work with PGA TOUR champions such

as Billy Horschel and Bubba Watson. The inclement weather during this past Zurich Classic tested everyone on staff, especially the volunteers who assisted in safely completing two full-course evacuations. You have to be prepared for any unexpected occurrence, says LaBonte. For instance, to celebrate his victory, 2015 champion Justin Rose jumped on stage during a post-tournament concert, taking selfies with the crowd and playing cowbell with the band.

TEEING UP FOR FAMILY TIME

Though she's around the golf course daily, LaBonte confesses that she's not gotten hooked on the game. "I occasionally play golf with co-workers or my husband, but I mostly enjoy spending time with my family and friends, exploring the great city of New Orleans and all it has to offer."

CRAIG BENNETT '89:

Bryant experience: a solid foundation for life in the military and the law

Lawyer and a soldier, **Craig Bennett '89** credits Bryant's academics, but particularly its extracurricular activities, with helping him prepare for both roles.

"I found the practical experience of extracurricular efforts as the most transformative of my Bryant experience." Bennett served as general manager of radio station WJMF, manager of the general store, The Scoop, and Director of the Northern Rhode Island Special Olympics, all of which taught him how to manage a business, lead a staff, and execute logistics.

THE "VALUE OF HARD WORK"

His involvement with ROTC emphasized discipline and practical leadership experience. "Doing PT at 6:00 a.m. while the rest of the campus slept had lasting impact on the meaning of sacrifice and the value of hard work."

Today, Bennett's full-time job is Vice President, Associate General Counsel, and Executive Committee member at Recycled Energy Development, an independent power producer that harnesses waste energy and dramatically reduces manufacturers' greenhouse gas emissions and power costs. He has a juris doctorate from Widener University School of Law and a master's in Strategic Studies from the U.S. Army War College.

"PURPOSE AND PERSPECTIVE" THROUGH SOLDIERING

He recently ended his part-time military career, retiring as a Brigadier General after 26 years with the Army Reserves and Army National Guard. Bennett most recently served as the Commander of the New Hampshire Army National Guard, responsible for 1,700 personnel, a \$49 million annual budget, \$310 million in



equipment, weapons systems and aircraft, and \$622 million of real estate for 32 diverse operational units in 20 locations.

"I have thoroughly enjoyed the practice of law, but it is dwarfed by the satisfaction soldiering has provided me. The Army offered the perfect intersection

"The Army...allowed me to witness the best and the worst of humanity."

–Craig Bennett '89

of purpose and perspective, satisfying my wanderlust and allowing me to witness the best and the worst of humanity. It was the privilege of a lifetime," says Bennett, who heartily encourages students and alumni to dedicate a portion of their career to public service.

JEFF LAKE '88:

Due diligence pays off in military intel and in industry

If you ever need to confide in someone, **Jeff Lake '88** is an expert secret-keeper. After graduation, he held a top secret security clearance during his four years as a Military Intelligence Officer and Captain with the United States Army. He maintained that security clearance while running federal operations at several companies.

Lake's career in civilian operations is also rich in variety and noteworthy for its success and is no secret. He has been involved with four IPOs and three acquisitions.

STRONG COMMITMENT

"My well-rounded Bryant education was definitely a factor in my fortunate career circumstances," he says. "Being good at what you do means making a strong commitment to add value to your organization.



And that's what I did with the four companies going public and three companies being acquired during my career."

Describing his most recent position as Chief Operating Officer at Python Safety, Lake says, "I constantly balanced the duties of supply chain, finance, informa-

"Being good at what you do means making a strong commitment to add value to your organization."

–Jeff Lake '88

tion technology, and marketing. As COO, I was responsible for many facets of our growing business, which enabled me to lead the due diligence efforts during the acquisition by Capital Safety and 3M." These efforts secured him the position of

Director of Fall Protection for Tools at 3M after the acquisition.

PAST AND FUTURE CONTEMPLATION

Lake says his time as a resident assistant at Bryant helped him develop interpersonal relationship skills, and involvement in intramural sports taught him teamwork. As an ROTC scholarship cadet, he served as Patriot Battalion Commander for a 7-school battalion, honing time management and leadership skills.

As he approaches his 50th birthday, Lake is considering early retirement or at least entering the next phase of his career. He says he has always wanted to be a high school baseball coach and teach personal finance to high school seniors as a way of giving back and growing future leaders.



Where are the markets and the economy headed?

Alumni experts examined market trends ranging from Federal Reserve rate hikes to the downturn in oil before a packed audience of students, faculty, parents, friends, and fellow alumni. The discussion, part of the 11th Annual Financial Services Forum, was a featured program during Bryant's Annual Alumni Engagement Day.

Moderator **Tom Tzitzouris '99**, Director of Strategas Research Partners and a self-described "macro guy" who

Amit Chokshi '99, Portfolio Manager for City National Rochdale, believes the Fed will not raise rates again in 2016 and he sees long-term opportunity in the oil sector. He also noted that "we've seen some recovery in stock prices. You see it before you start hearing about it."

Chris Goolgasian '95, '97 MBA, Associate Director of the Asset Allocation Strategies Group for Wellington Management Company, cautioned that people in the financial services industry

view the world through a Wall Street lens, where low oil prices are seen as troubling. In the real world, he noted, "it's a great thing" that oil prices are low because that puts \$20 back in the wallets of consumers.

Many, including former Fed Chief Ben Bernanke, have argued that everyone fares better when the econ-

omy is better, Goolgasian said. "For retirees, I don't believe that's true."

Before the 2008 Recession, he said, people who had saved for retirement could live on the interest from Certificates of Deposit and other short-term investments. Since the Recession, interest rates have been close to zero. "That's a lot of pain for a lot of people who have been ignored" in the national discussion about the economy, Goolgasian said.



Amit Chokshi '99, Portfolio Manager for City National Rochdale, shares his view that there's long-term opportunity in the oil sector. At right is fellow panelist **Jonathan Burke '03**, Amica Mutual Insurance Assistant Vice President.

is bullish on the U.S. economy, posed the question: "What if energy prices increase and the Fed pushes rates higher and the consumer doesn't start spending?"

"I think the markets are driving the bus," said Amica Mutual Insurance Assistant Vice President **Jonathan Burke '03**. He sees the Fed increasing interest rates once more in 2016.



Denise (Lapointe) Millard '96, Vice President of Global Sales Strategy and GTM at EMC Corporation, talks about doing business in the global marketplace during the c-Suite discussion in Cambridge, MA.

International business: the view from the c-suite

Dozens of alumni and International Business students joined Bryant faculty and staff for an exciting evening of networking opportunities and dynamic discussions about international business with accomplished alumni at recent events in New York City and Cambridge, MA.

The International Business panel at the Cambridge event on April 6 was moderated by Associate Provost and former Marketing professor Carol DeMoranville, Ph.D. The esteemed panelists were:

- **Christa (Johnson) Babcock '03**, Senior Director, Account Management - Learning and Development at IAB;
- **Steve Craffey '86**, Director, DePuy Advantage at DePuy Orthopaedics; and
- **Denise (Lapointe) Millard '96**, Vice President, Global Sales Strategy and GTM, at EMC Corporation.

More than 60 alumni and students joined Dean of the College of Business Madan Annavarjula, Ph.D., for a March 2 International Business panel discussion in New York City. The impressive panelists included:

- **Erin (Doherty) Champlin '85**, Vice President of Johnson & Johnson Global Services;
- **Keith Schneider '85**, President of Midwest CBK;
- **Brian Terkelsen '86**, CEO of MediaVest; and
- **Charlie Welsh**, Bryant International Business Advisory Council Member and Founder, Inside Industrial Infrastructure Inc

Bryant's focus on internationalization continues to garner national attention as the International Business program – recently ranked 3rd by College Factual/USA Today and 16th by Bloomberg Businessweek – continues to grow.



NETWORKING AT ALUMNI EVENTS



January 15 | Palm Beach, FL

Brad Sweeney '01 and **Sameer Kanodia '00, '02 MBA** joined President Ronald K. Machtley, fellow alumni, parents, friends, and Bryant trustees at a reception and update on the progress of **Expanding the World of Opportunity: The Campaign for Bryant's Bold Future**, held at the Four Seasons Resort Palm Beach.

More networking event photos at [Facebook.com/BryantAlumni](https://www.facebook.com/BryantAlumni)



January 21 | The Villages, FL

A great group of alumni met with Bryant football coach Marty Fine (pictured far right) and learned about the new developments in academics and athletics during a reception at The Waterfront Inn.

Alumni examine the future of health care

Three accomplished alumni with expertise in different areas of health care shared their views on “The Business of Health Care” in an Alumni Engagement Day panel discussion on April 15.

The audience of faculty, fellow alumni, and students included first-year students in Bryant’s Master of Science in Physician Assistant Studies program. Much of the discussion, which was moderated by Professor of Applied Psychology **Joseph Trunzo, Ph.D.**, focused on helping these graduate students find career success.

Telemedicine “is the future,” said **Sandra Coletta ’88 MBA**, Executive Vice President and Chief Operating Officer at Care New England. “Your future is about being really creative... I think we need to look at completely different ways of practicing and how to connect with patients.”

HopeHealth Vice President and Chief Financial Officer **Mary MacIntosh ’97 MBA**, is troubled by the number of medical professionals a patient has to see during treatment. “Wouldn’t it be fantastic if a patient could have continuity of care no matter where they are located? Handoffs

are really devastating to our patients. It’s dangerous, and there is an opportunity for a slip-up.”

The number of overdose deaths in the region concerns Santoro. “In behavioral health, there is a huge area of deficiency in this country,” he said. “If we had more specialists to reach out to for more than just a short stay in a rehab facility, we would have fewer of these tragic deaths.”

MacIntosh also

noted that “the current reimbursement mechanisms don’t provide resources that we need in home care.”

In addition to participating in the health care discussion, Coletta was also presented with the Distinguished Alumna – Graduate School award at the Alumni Achievement Awards dinner.

“I was encouraged to question everything I was taught, to wonder why or how,” said **Paul Santoro ’88, D.O.**, Adjunct Professor in the Physician Assistant Studies program and Medical Director of Ocean State Urgent Care. “If something isn’t the way you feel it should be, take a stand, and make a change.”



Sandra Coletta ’88 MBA, Executive Vice President and COO at Care New England (second from the right) talks about the future of health care with Mary MacIntosh ’97 MBA, HopeHealth Vice President and CFO, Paul Santoro ’88, D.O., Adjunct Professor in the Physician Assistant Studies program and Medical Director of Ocean State Urgent Care, and Joseph Trunzo, Ph.D., Professor of Applied Psychology, the panel moderator.

ALUMNI SHARE THEIR EXPERTISE CONTINUES ON PAGE 11



Make campus visits personal

Visiting campus is a terrific way to engage with Bryant. Come enjoy events especially designed for alumni or join in one of the many of the presentations and performances that contribute so much to the lively campus atmosphere.

A visit to campus will also give you the chance to meet some of today’s students, catch up with favorite faculty members, and see the dynamic changes underway as Bryant builds its bold future.

Whether you are coming to campus from down the road or around the world, let the Office of Alumni Engagement know the dates of your expected visit so we can make your return to campus special. We might be able to feature a photo of you reconnecting with Bryant through our social media channels and other platforms. Whether you are accompanying your child on a college visit, speaking to a class about your area of expertise, or coming to see what’s changed since you graduate, email the Office of Campus Engagement at alumni@bryant.edu.



February 17 | London, U.K.

Bryant across the pond! **Dominik Wellmann ’98** hosted a group of alumni for a reception and update for *Expanding the World of Opportunity: The Campaign for Bryant’s Bold Future* held at the East India Club in London.

Pictured (L to R): **Dominik Wellmann ’98**, **Peter Clark ’87**, **Craig Johnson ’96**, **Tarang Patel ’07**, **Pieter Niesten ’13**, **Dawn (Generous) Kelly ’93**, **Ines Terki Hassaine ’15**, **Jake Meehan ’13**, **Megan Green ’05**, and Vice President for University Advancement **David Wegrzyn ’86**



March 02 | San Francisco, CA

Bryant on the left coast! Bryant professors **Mike Roberto** and **Lori Coakley** caught up with a dedicated group of alumni at The Waterfront Restaurant and Café.

Pictured (L to R): **Samee (McDannel) Lieber-Dembo ’06**, Professor **Mike Roberto**, and **Luke Bornheimer ’10**



March 06 | Fort Myers, FL

Rebecca (Nisbet) Young ’03, **Kevin Young ’03** and other alumni enjoyed a great day at JetBlue Park, the spring training home of the Boston Red Sox.



YOUR GIFT COUNTS

EXPANDING THE WORLD OF OPPORTUNITY

THE CAMPAIGN FOR BRYANT'S BOLD FUTURE

YOUR PARTICIPATION IS KEY

Participation in Bryant's historic capital campaign is the most important factor driving our success. In this first issue of *ENGAGE* you'll find stories about a variety of alumni gifts, small and large. This year we have had alumni step forward to fund academic programs, reunion-year gifts, student scholarships, and other unique initiatives. Whatever priority is of most interest to you, your participation and generosity will make a difference to Bryant students. **Every gift counts!**

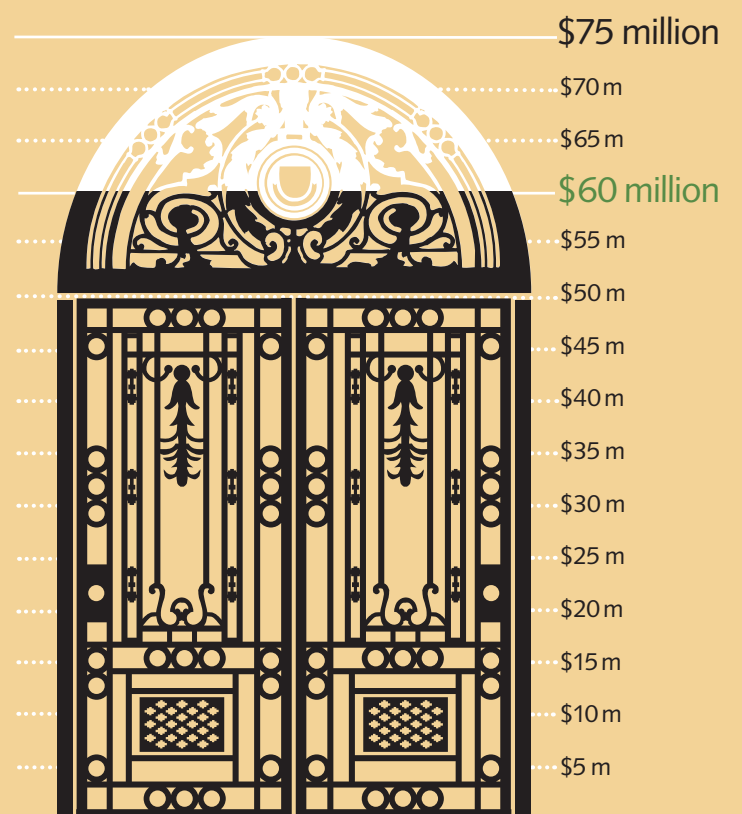
The partnership of alumni, parents, and friends is essential to achieving our vision for Bryant's bold future. The cam-

paign, *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*, is already providing vital resources to increase access to a Bryant education, build on teaching excellence, open the door to opportunity, and create a campus for success. But we need everyone on board to succeed.

Our goal is to reach 4,140 annual donors by June 30. We are more than two-thirds of the way there, but we need 1,300 more gifts to stay on track. If you haven't already gotten involved, or if you have questions about the best way to be a part of Bryant's future, visit www.bryant.edu/Opportunity or call (877) 353-5667 to learn more.



David C. Wegrzyn '86
Vice President for
University Advancement
*Expanding the
World of Opportunity:
The Campaign for
Bryant's Bold Future*



INCREASING ACCESS TO A BRYANT EDUCATION

Joe & Kathi Puishys and Devyn Vinson

THE DONORS:

Joe '80 & Kathi (Jurewicz) '81 Puishys
The Puishys Endowed Scholarship

"If you have it in your heart to help someone out, just do it."

"We were lucky enough to have financial success and good careers, and it all started at Bryant a short 37 years ago. We decided



Joe '80 & Kathi '81 Puishys

to give back to causes that meant a lot to us. [Joe's] parents both worked in law enforcement, and both of our fathers were in the armed forces and served in combat in World War II. Our scholarship supports veterans and children of veterans. We wanted to help

people who served our country and who represent what our parents did for us.

"The sheer magnitude of the cost of a four-year education is out of reach for most people. Nowadays paying for college is harder and harder, particularly for folks in the military who haven't been paid a wage commensurate with what value they're adding to society.

"If you have it in your heart to help someone out – if you have the means and the desire – don't think about it. Just do it. There's no downside to it. Execute the plan.

"Devyn is the first recipient of our scholarship. It's terrific to see it up and running."

Joe '80 and Kathi '81 Puishys met at Bryant 37 years ago. Joe is the CEO of Apogee enterprises, in Minneapolis, and they have homes there and in California.



THE RECIPIENT:

Devyn Vinson '19

"I would never be the person I'm going to become if it weren't for this."

"Every single day, I find a new reason to be at Bryant. I joined a sorority. I'm cheer-leading. I'm involved with DECA, which is a student business organization. I just joined a community service club. These are things I wouldn't have time to do without the scholarship because I'd be working all the time. I can afford to be here.

"I want to work in politics, and I want to run political campaigns. That's my life goal. With the presidential campaign now, I am so into it. You have no idea. I drive my friends crazy because I'm always like, 'What do you think of Donald Trump? What do you think of Bernie Sanders? Talk to me.'

"I think it's great that Mr. and Mrs. Puishys want to support people from a military family. My stepfather was in the Army, and then the National Guard. The GI Bill pays some, but I wouldn't have been able to come here without their help.

"The fact that I've been given this scholarship inspires me to do the same thing for others when I'm financially able to. I know I wouldn't be here and would never be the person I'm going to become if it weren't for this."

Devyn Vinson '19 is a freshman from Wrentham, Massachusetts, who plans to go to law school after she graduates from Bryant. She is the first recipient of the Puishys Endowed Scholarship.

Devyn Vinson '19

Agostini Family Gift supports links between faith and character

George Agostini's admiration of Bryant University began a decade ago when his company, Agostini/Bacon Construction, began building student residences on the Smithfield property. Impressed by the campus culture, the University's focus on developing ethical leaders with character, and the influence of President Ronald K. Machtley and his wife, Kati, Agostini discovered a bond that has endured.

The Agostini's family life and business operations have always been guided by their deep Catholic faith. It is particularly important to Agostini and his wife, Mary, that today's Christian and Catholic students have opportunities to explore and deepen their faith and build character through enhanced learning, leadership, and service opportunities.

This philanthropic vision inspired the Agostinis to make a \$108,000 gift in support of the campaign. The two-part gift is designated for **The Agostini Family Endowed Scholarship** and for Christian Campus Ministry programs. The scholarship will incorporate and permanently endow a previously established scholarship fund Agostini created several years ago to honor his late brother, **Dominic Agostini '74**. The new scholarship will help students with financial need in perpetuity.

The funds designated for Christian Campus Ministry programs will enable the University to hire a part-time staff person who will develop programs, events, and services to help Christian and Catholic students deepen their faith through service, spiritual development, and educational programming.

For example, students will participate in Bryant's long-standing Alternative Spring Break program in Washington, D.C., and work with the Little Sisters of the Poor, Food and Friends, and similar agencies. Spiritual development activities will include pilgrimages and retreats to local and national Catholic shrines. Educational programming will feature guest speakers sharing church perspectives on issues facing Christian and Catholic students, roundtable discussions with chaplains, and opportunities for students to make Rosary beads and pray the Rosary.



Mary and George Agostini with
the Rev. Robert Marciano of
Bryant's Catholic Campus Ministry

Class of 1985 scholarship fund will have immediate impact

When over 100 members of the Class of 1985 returned to the Bryant campus for their 30th anniversary reunion last year, they did more than break the record for reunion participation. They set an inspiring example for reunion giving. More than half of the alumni attending made or pledged gifts in support of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*.

The class gift totaled over \$7,400 and has been designated for the Bryant Partners in Scholarship Program. **The Class of 1985 Scholarship** will be awarded in the fall of 2016 to a Bryant student in good academic standing with proven financial need. Increasing access to a Bryant education through student scholarships is one of the pillars of the campaign.

The record participation was the result of persistent efforts by the hardworking Class of 1985 Reunion Committee. The committee co-chairs, Beth Carter and Jay Weinberg, led the effort to motivate both attendance and giving. Carter is proud of her classmates' participation and hopes their example will demonstrate to other Bryant alumni that every gift – of any size – is important, needed, and appreciated. She's also pleased with how their gift will be used. "We wanted to give with a purpose," she explains, "and a scholarship to benefit a Bryant student makes the most immediate impact."

Bulldog strength and conditioning center exceeds all expectations

The student-athletes and coaches from Bryant's 22 NCAA Division I teams had high hopes for the new Bulldog Strength and Conditioning Center as they watched it rise on campus. They knew it would more than double the space previously available for working out and include all-new equipment and training amenities. Today, the 10,000 square-foot facility, which opened in August, has significantly exceeded their expectations.



Built with more than \$5 million in alumni philanthropic support, as part of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*, the center can accommodate as many as six teams for workouts at the same time. With weight lifting stations, workout sections, a nutrition station, and indoor turf sprint area, the center provides the resources for students from all sports to become stronger, faster athletes. Access to superior training and conditioning helps student-athletes avoid injuries and compete at the highest level.

Women's soccer coach Andy Biggs has been impressed with the enthusiasm his players demonstrated as they prepared for competition at the new center. "It's a very welcoming place," explains Biggs. "Students are embracing it and really enjoy being there." He credits not only the spacious interior and best-in-class equipment, but the work of the training staff. "Workouts are much more efficient and enjoyable," says Biggs, noting that his players are able to work on those areas of preparation and conditioning that they need, rather than having the work determined by what equipment is available.

Biggs also has seen a quantifiable impact: the "team best" and "personal best" scores for his players are higher than past scores.

Craig Buckley, head strength and conditioning coach, notes that the center also is exceeding all projections for use. During the December exam period, he saw many students taking advantage of optional workouts. "It's been great to see the excitement of our athletes," says Buckley.

Kaitlyn Spangler '17, plays Women's Soccer and considers the center her team's "home." Notes Spangler, "the center brings us all together as a team. We push each other there. It's our place to work out and we're working side by side with other Bryant teams."

"It's hard to explain," she adds, "but it's a happy place. With the high ceilings and windows it's open and bright, so you really want to be there. It's definitely enhanced my experience at Bryant and I'm so thankful to all the donors who made this happen for us."

"We believe that we have to work hard and get better every day. Beautiful new facilities demonstrate our commitment to that standard and to giving our student-athletes everything they need to be successful."

–Bill Smith, Director of Athletics

Long-time educator's legacy gift will provide scholarships for Bryant students

In his 32 years as a high school business teacher and department head, **Edmund Lorenzo '68** met many students whose dream to attend college was deferred by finances. He saw them stretch time and resources to meet the demands of school, work, and family, and recognized those efforts often were not reflected in a high grade point average. Now Lorenzo has found a way to help.

"I would never have been able to do what I did in life without Bryant," recalls Lorenzo. His deep gratitude for the business management education that took him in a surprising direction is the motivation behind the legacy gift he and his wife Marguerite have made to the University.

The Lorenzos' bequest intention awards a majority percentage of their estate to Bryant University. Their gift will establish the **Edmund S. Lorenzo, Jr. and Marguerite A. Lorenzo Scholarship Fund** in support of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*. Increasing access to a Bryant education through student scholarships is one of the pillars of the campaign. Their scholarship will be designated for students in Bryant's College of Business with demonstrated need and mid-point grades – the kind of hard-working student that Lorenzo feels is sometimes overlooked for financial aid.

Following his graduation from Bryant, Lorenzo briefly worked in hospital and nursing home administration. With family that included "85 to 90 percent teachers," it wasn't long before

"I would never have been able to do what I did in life without Bryant."
–Edmund Lorenzo '68

he tried substitute teaching, discovering his true calling and "32 years of joy."

The management background and skills Lorenzo acquired at Bryant enabled him to introduce a number of innovative programs with local businesses that generated both revenue and student employment opportunities. These included hands-on programs in banking, carpentry, and teen parenting that benefited students, schools, and the wider community. He also planned field trips to the Bryant campus, discovering many of his students hoped to attend his alma mater.

The Lorenzos believe the reputation of a university and the degrees it awards are closely linked. They consider their legacy gift an investment that will continue to build Bryant's value for generations of future students. After all, reflects Lorenzo, "Whatever you achieve at the end of your life, really, if it wasn't for education, where would you have been?"

Dedication for Conaty Indoor Athletic Center

continued from page 1

includes coaches' viewing platforms and other ancillary spaces. The building will benefit student-athletes on Bryant's 22 NCAA Division I teams as well as student intramural sports.

Since Bryant's move to NCAA Division I, the Bulldogs have earned two back-to-back Brenda Weare Commissioner's Cup trophies as the top sports program in the NEC. "This is an unprecedented period in the history of Bryant academics and athletics," said Conaty. "Bryant's Bulldog student-athletes are competing against some of the nation's top teams, and earning both top grades in the classroom and record-breaking victories on the field. My wife, Sue, and I are proud to support the University's bold vision for the future and feel great about playing our part in Bryant's success."

"The difference this facility will make is tremendous," said **Morgan LaBarbera '16**, a member of the Women's Lacrosse team. "To train better is to be a better athlete."

With widespread support from a base of approximately 14,500



Bill Conaty '67, campaign co-chair

campaign donors, Bryant has already raised more than \$60 million toward the \$75 million campaign goal, the largest fundraising effort in the University's history.

Pillars of the capital campaign include:

- Scholarship dollars to attract the best students from all segments of society, and ultimately produce the finest graduates and leaders.
- New academic leaders and faculty who are world-class thought leaders in their respective fields, represent excellence in teaching, and inspire innovative learning.
- Resources to cultivate a global perspective, building on Bryant's position as a leader in international education. Currently, nearly half of all Bryant students study abroad.
- New facilities, including the Conaty Indoor Athletic Center; the state-of-the-art Bulldog Strength and Conditioning Center, opened in August 2015; and a 50,000 sq. ft. landmark Academic Innovation Center, opening in August 2016, where innovative learning will be fostered in a creative and innovative environment.

Bryant's campaign has already generated \$20 million for facilities, including more than \$5 million in philanthropic support from a Bryant alumnus and an anonymous \$5 million gift.



YOUR GIFT COUNTS

SCHOLARSHIPS TO COMPETE FOR THE BEST STUDENTS

50th Anniversary gift creates endowed scholarship for Bryant accounting students

When **Alphonse Lucarelli '66** enrolled at Bryant, he was at a different life stage than most of his classmates. He had already completed service in the U.S. Air Force and was working full-time for a Providence accountant. His accounting professor, Dr. Charles Goulston, recognized Lucarelli's work ethic and mentored him. "I had recently returned from the Far East. He helped me settle in and explained the future business opportunities available for me, particularly based on the grades I achieved," recalls Lucarelli, who became an award-winning student.

Lucarelli entered the field of public accounting with Arthur Young & Company in Boston. Within four years, he was promoted to a manager, later working at company offices in Providence, New York, Tampa, and Atlanta. He became a partner in 1977, Tampa office Managing Partner in 1983, and Atlanta

office Managing Partner in 1988. He was credited with helping create a smooth transition when his Big Eight firm merged with Ernst and Whinney in 1989. He retired as a managing partner from Ernst & Young's Detroit office in 1998, capping a distinguished accounting and management career that spanned more than three decades.

Lucarelli has been deeply involved in a wide range of community organizations in the greater Detroit area since he relocated there in 1989. He remains active with the College for Creative Studies, Michigan Opera Theatre, and Citizens Research Council. Though living far from Bryant for many years, he has a renewed appreciation for how much his education and the guidance of his faculty mentor contributed to his career success. "My education and work experience certainly helped me move up in my career much more rapidly," Lucarelli notes.

As the 50th anniversary of his Bryant graduation approached, Lucarelli considered how to support *Expanding the World of Opportunity: The*

"My education and work experience certainly helped me move up in my career much more rapidly."

–Alphonse Lucarelli '66

Campaign for Bryant's Bold Future.

Seeing that increasing access to a Bryant education through student scholarships is one of the pillars of the campaign, he made a five-year, \$25,000 scholarship pledge. His donation – to be doubled by a matching contribution from Ernst & Young – will create **The Alphonse S. Lucarelli '66 Endowed Scholarship**. The gift will benefit ambitious, hard-working Bryant accounting students – like young Alphonse Lucarelli – for years to come.

Bryce and Kevin Lavalla '78 are Bryant Bulldog superfans

At almost every Bryant sporting event, there are two familiar faces close to the action. **Kevin Lavalla '78** and his son Bryce, are avid Bulldog fans and two of the most popular fans at every game.

Kevin says, "I just thought it would be a really good place to take Bryce," who has special needs. "We started with basketball and we didn't know what it was going to be like, but Bryce had such a good time at the games that now we go to all the sports."

"Every night before he goes to sleep, Bryce asks me if we're going to see the Bulldogs tomorrow," he says. "When he wakes up in the morning, he wants to know if we're going to a game today."



Kevin Lavalla '78 and his son, Bryce, are familiar faces at most Bryant Bulldogs sporting events, where their enthusiastic support is welcomed by players and coaches alike.

The Lavallas not only cheer the Bulldogs in Smithfield, but follow Bryant on the road as well, recently traveling to Dartmouth on New Year's Eve. "Our team saw them walk in the door, and it put a smile on everyone's face," says Jason Sullivan, Associate Athletic Director for External Relations. "We could have a driving snowstorm and they'd be the only two at the game. They are here no matter what."

"Every time Bryce walks in the gym, he's always happy to see us," says **Bosko Kostur '17**, a member of the men's basketball team. "He high-fives us, and

gives us hugs, and it's truly a pleasure to be around him."

Kevin, a partner at Lavalla & Brown, LLC, advisors to some of the leading law firms in the world, played soccer at Bryant and is a member of the Black & Gold Club, which is for Bryant Athletics supporters. In addition to athletics, he has created and donated to academic scholarships. In December, he issued a challenge to the Bryant community to help boost the number of donors during the annual worldwide Giving Tuesday initiative – an effort that netted more than 400 donors and an additional gift from Kevin of \$4,000 for scholarships.

Most recently, Kevin committed to a five-year annual pledge in honor of The Campaign.

"The sports are the second thing for Bryce," says Kevin. "The first are the people. The students, the athletes, the administration, the athletic department, is part of why we love coming to Bryant. We appreciate the games and the winning, but it's really the people."



The Class of 1996 will reunite to celebrate its 20th Anniversary at Reunion on September 23-24, 2016. Visit [Facebook.com/BryantAlumni](https://www.facebook.com/BryantAlumni) for more reunion photos posted on Events.

Honor your graduation date

You might not remember the exact date of the Commencement when you walked under the Archway for the first time – but like most alumni, you remember the feelings of pride, accomplishment, and relief, mixed in with sadness at the end of an era.

Even students who graduated from Bryant's East Side campus remember the rituals – Class Day on the campus green and Commencement in Meehan Auditorium at Brown.

Many of you, while seniors, also contributed to a class gift.

Majid Dahhan came to Bryant from Iraq and graduated in 1966. He remembers Dean Gulski asking the class to pledge to give back to Bryant every year – he gave \$250 then and has repeated his gift as often as possible, even as he has shuttled between homes in the Middle East and the U.S.

As we get closer to this year's reunion for classes ending in 1's and 6's, we will be launching a reunion giving crowdfunding campaign. Each reunion class will start counting on the date in May of its Bryant Commencement. A steering committee of your classmates will challenge you to hit goals for participation as well



The Class of 1991 celebrates its 25th Anniversary on campus in September.

as dollars raised by reunion time in September. Don't worry, we'll tell you what your graduation date was! Watch your email for links to the campaign pages. Or check back at opportunity.bryant.edu to make your gift.

It's a race to see which class reaches the top of the Archway first!

Bryant alumni at PwC support University’s diversity initiatives through capital campaign

Individual gifts from scores of Bryant University alumni working as partners, principals, and staff at PwC, the world’s largest accounting firm and one of the largest professional services firms overall, are contributing to the success of the University’s historic capital campaign, *Expanding the World of Opportunity: The Campaign for Bryant’s Bold Future*.

PwC attracts many graduates of Bryant’s accounting program, which is ranked among the nation’s top programs and rated No. 3 in the country by *College Factual/ U.S.A. Today*. PwC employs more than 300 Bryant University alumni, 16 of

“The unique partnership between Bryant and PwC is beneficial to the students of the University and the clients of our firm. This new step in that relationship will broaden what we can offer to help train and develop young diverse talent well into the future.”

–Bob Calabro '88, PwC Partner and member of the University's Board of Trustees

whom are partners and who volunteer at the University on many fronts including guest lecturing and serving on the Accounting Advisory Board and Bryant’s Board of Trustees. Many of these alumni attended the February 17 dedication of the PwC Center for Diversity and Inclusion.

Supported by additional corporate funds, the individual gifts from Bryant alumni at PwC are a key component in the company’s record pledge of \$1.35 million to support diversity initiatives focused on scholarships and leadership development.

The company has been a dynamic corporate partner to Bryant for more than three decades, engaging with students, programs, and a number of critical initiatives including working with the University to increase diversity at the school and within the accounting profession.

The PwC Center for Diversity and Inclusion, named in the company’s honor, is located within the Michael E. ’67 and Karen Fisher Student Center. It comprises Bryant’s Intercultural Center, Gertrude Meth Hochberg Women’s Center, Pride Center, Disability Services, the Interfaith Center, and Campus Ministries. Together, they work to create a supportive and inclusive campus environment for Bryant’s student body of approximately 3,700 undergraduate and graduate students.

In announcing the gift, Bryant President Ronald K. Machtley said: “Bryant is extremely grateful for our longstanding partnership with PwC, which has contributed so much to the transformational learning experiences of our students. Beyond their leadership financial participation, PwC partners generously contribute their time and expertise to enhance the vibrant educational experience of Bryant students.”

Honoring the impact of economics Prof. William Sweeney

Patrick Sweeney has a distinct memory about a visit to the San Diego Zoo years ago with his parents, Bill and Donna Sweeney – but it’s not about any of the featured attractions. Instead, he recalls a former student approaching his father, an esteemed professor of economics at Bryant, and gratefully describing the incredible impact Dr. Sweeney had on his life.

William B. Sweeney, Ph.D., retired from Bryant in 2007, after 42 years of teaching, mentoring, and inspiring hundreds of students. A graduate of Providence College, the University of Connecticut, Clark University, and the University of Sarasota, he served as a member of the Rhode Island Economic Development Corporation and the Rhode Island State House Foundation, among numerous other civic commitments. He died in 2010.

In support of *The Campaign for Bryant’s Bold Future*, Donna Sweeney has made a \$55,000 gift to create two scholarships. Increasing access to a Bryant education through student scholarships is one of the pillars of the campaign and Mrs. Sweeney is proud to aid students and honor her husband’s lifelong commitment to teaching and learning.



William B. Sweeney, Ph. D., former Bryant professor of economics

The first **Dr. William B. Sweeney Memorial Endowed Scholarship Fund** will be awarded in the fall of 2017 to an economics major in good academic standing and proven financial need, with special consideration for a resident of Bristol, RI, where the Sweeneys resided, or another East Bay community. Additional consideration will be given to a student concentrating in Economic Forecasting or Health Care Economics, areas in which Dr. Sweeney had particular expertise.

A second gift, to the **Bryant Partners in Scholarship Fund**, will make a scholarship available in the fall of 2016.

Patrick never forgot that encounter, which was remarkable to him because it occurred so far from home. He believes there are many Bryant alumni who could express similar gratitude for his father’s influence and for that of other faculty members. It is the sincere hope of the Sweeney family that other donors will come forward with scholarship contributions to the campaign that will enable other deserving students to attain a Bryant education. To contribute, please visit <https://opportunity.bryant.edu/project/2101>

THE BRYANT ALUMNI TRAVEL PROGRAM



Spain & Portugal

October 4-16, 2016

From the cava of Catalonia to the port wines of Porto, the cuisines of Spain and Portugal are calling you. As you make your way through these vibrant countries, you’ll sample regional dishes and take in the culture of Barcelona and Madrid, visit Jerez’s world-famous sherry bodegas and taste traditional pastries in Lisbon, the historic Portuguese capital. Sample regional dishes and taste the wines of Alentejo, La Rioja and Ribera del Duero. Price from Boston is \$3,999.

South Africa

July 7-23, 2017

Journey to the southern tip of Africa to a country that defies comparison. No other destination offers such a spectacular combination of scenery, cities, and amazing wildlife sightings. One day you’re out on the savannah, spying on leopards and lions; the next, you’re sipping a crisp chenin blanc and feeling the breeze off the Indian Ocean. Small group price from Boston is \$6,809.

Visit www.bryant.edu/alumnitravel or contact **Kathleen Brown** at (401) 232-6041 or kbrown@bryant.edu for more information or to register.

RELIVE BRYANT AT REUNION SEPTEMBER 23-24, 2016

Celebrating the classes of 1966, 1971, 1976, 1981, 1986, 1991, 1996, 2001, 2006, and 2011

Make plans now to attend Reunion@Homecoming and enjoy a full schedule of fun including an Alumni Welcome Reception, Bulldog athletic competitions, and tours of Bryant’s stunning new facilities. Visit www.bryant.edu/alumni for details.





GET SOCIAL

Bryant alumni, parents, students, faculty, and friends engage with the University - and each other - by participating in vibrant discussions through the University's social media channels.

The 25,000-plus Bryant followers across Facebook, Twitter, LinkedIn, Instagram, and YouTube are kept up-to-date through stories, photos, video, and other digital content that illustrate and highlight the Bryant experience. From alumni news, faculty highlights, and student features to athletic recaps and announcements of upcoming events, Bryant's social media accounts provide a thorough view of everything happening on campus and beyond.

In each issue of *Engage*, we'll offer a sampling of some of what we've overheard online.



Bryant University

The Board of Trustees has voted unanimously to extend the contract for President Ronald Machtley through 2020.

Ron and Kati Machtley's accomplishments over the past 20 years are truly remarkable and have elevated Bryant to a world-class university," said Board Chairman William J. Conaty '67, retired Senior Vice President of Corporate Human Resources for General Electric.



Nancy Legge

Congratulations! As parents, we also really appreciate how active the Machtleys are on campus, with the students, and in communication with parents. :)



Dustin Goldstein

Definitely very well deserved. Look forward to several more years of Ron's amazing leadership.

Entrepreneur Miguel Dominguez '10, winner of our 2014 New Venture Competition, is at it again with a very interesting take on the elections. Check out his new project here:

<http://kck.st/1qrQmYx>



Bryant University Alumni Association



Election Cereal - Bernie Sanders and Donald Trump Cereal!

Bernie Sanders and Donald Trump inspired collectible cereal! Bring back your favorite childhood breakfast! Make Cereal Great Again!

KICKSTARTER.COM

IDEA - the brain-changing experience that helps our students make a difference at Bryant and beyond.

youtu.be/zJ476dgPJd8



Bryant University

@BryantUniv



Jon-Patrick Cooney

@jP_Cooney7

@BryantUniv @BryantIDEA Honored to have been part of the IDEA program as an Alumni judge today! Remarkable what was accomplished in 3 days!

Bulldogs give Brown its first loss of the season.

Shane Morrell '16 netted the game winner in OT. Both Morrell and Ryan Sharpe '17 finished the night with 3 goals and an assist apiece.



BryantAthletics



Find Bryant Alumni on LinkedIn, Facebook, Instagram, and Twitter by searching **Bryant Alumni**

www.Bryant.edu/social



ERIC LEWANDOWSKI '05:

Bringing transparency to work-life balance

WorkClear, a web-based business that provides insight into corporate work-life balance, is now open for beta testing to the Bryant community. WorkClear was co-founded by Bryant alum **Eric Lewandowski '05** and brings transparency around the work hours, vacation time, and overall work-life balance experience of employees at jobs and companies all over the world through anonymous reviews. "At many

companies there are gaps between work-life balance policies and the actual hours that an employee is required to work or the vacation time that an employee is able to take," Lewandowski says. "WorkClear provides students, who are largely receiving their first full-time job offers at graduation, with a view into the work-life balance experiences of people who are already at those jobs

and companies. It will be an invaluable tool to students who are looking to make well-informed career decisions."

1. Visit workclear.com and click "Submit Review" on the homepage banner.
2. Fill out a brief questionnaire.
3. As part of the review submission, create a free account. You may use WorkClear as part of your next job search.

To learn the game, Darren LaCroix '88 tells aspiring entrepreneurs, 'be a sponge'

Get up and do something; don't just raise your hand," **Darren LaCroix '88** told attendees at the Bryant University Northeast Entrepreneurship Conference (BUNEEC) on Feb. 20. That was his advice after dozens of hands shot up when he asked, "Who wants a free copy of my book [*Laugh & Get Rich*]?"

Who got the book? The student who rushed the podium and flung himself at a visibly pleased LaCroix!

Video clips – depicting LaCroix's painful 1992 debut as a standup comic and his 2001 speech that earned him the World Championship of Public Speaking Award by besting 25,000 contestants – and stories aptly portrayed the title of his keynote speech's title: "From Chump to Champ: Secrets, Stories and Strategies from Behind the Scenes."

LaCroix offered these (and other) nuggets of wisdom to the aspiring entrepreneurs from colleges and universities from throughout the Northeast:

- You are the CEO of you and your brand; everything you do is your brand.
- Don't wait to make something perfect before you get it to market; get it out and then tweak it constantly. "There are a lot of poor perfectionists out there."
- "If anyone's ever called you stupid...you're on the right path."
- The people you spend the most time with affect your habits and progress.
- Who are your mentor's mentors? Can you meet them?
- "The #1 guarantee: You will never make it if you never start."

"Be a sponge," LaCroix advised, saying that is what helped him when he was seeking out top comedians to learn their habits. "Learn from someone who's the best in your field."

Students were stunned into silence when he asked: "Are you a farmer or an MBA?"

Subway's best franchisees were farmers, he explained. With a good work ethic, they knew they lacked knowledge of the franchise business and were wise enough to adhere to a proven plan.

In contrast, LaCroix, with his degree, thought he knew more than Subway; he immediately made changes...and failed soon thereafter.

His father's message: "I don't care what you want to do, just be the best" still resonates for LaCroix, who encouraged students to commit to be the best at what they do. "Don't just have dreams...commit to be the best; start now and put your plans into actions."

Why did he come back to speak at Bryant? "Catholic guilt; I couldn't say no to my own school...I loved Bryant [and] want to give back."

In addition to LaCroix, the conference featured inspiring talks by:

- Jenna Atkinson, personal branding consultant featured in *Success Magazine*, *The Huffington Post*, and *IN Business Magazine*;
- Marques Ogden, former NFL offensive lineman, author, and motivational speaker.

This was the Bryant University Collegiate Entrepreneurs Organization's (CEO) fifth annual conference. The event also offered students the opportunity to participate in interactive competitions and breakout sessions that allowed them to dive deeper into topics of interest.



Darren LaCroix '88 tells budding entrepreneurs: *Learn from the best in your field.*

Eric Handa '97 is providing new opportunities for students

When **Eric Handa '97** was a student at Bryant, he took advantage of every opportunity he could to set the foundation for a successful life and career as a global entrepreneur.

As an Economics major, Handa thrived with the small class sizes and mentorship of the faculty. He further developed his global perspective by spending two semesters studying abroad and immersing himself in the cultures of London and Hong Kong. And, as a member of Bryant's varsity baseball team, Handa enjoyed the competitive spirit and camaraderie he shared with his teammates.

So when he decided to pledge a gift in honor of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*, it's no surprise he chose to support the three areas still close to his heart: the Center for Global and Regional Economic Studies and the Economics program at Bryant; a scholarship for the Sophomore International Experience; and Black & Gold Baseball. Handa's \$75,000 pledge includes \$5,000 gifts to each of his three areas of interest every year for five years.

COMMITMENT TO INTERNATIONAL BUSINESS

Now CEO and co-founder of international telecommunications carrier and consultancy business APTelecom LLC, an award-winning company specializing in emerging markets, Handa still spends a lot of time on airplanes. Since launching APTelecom, he has personally visited more than 20 countries to support clients across the world. He uses some of that flying time to contribute to *Wired.com's* "Innovation Insights" section as an expert in telecom in emerging markets.

Originally from Bridgewater, NJ, he had been to China – the type of trip practically unheard of in the early '90s – by the age of 18. "After that, I knew I wanted a job that was going to take me around the world," he says.

Handa set about achieving that goal through study abroad at Bryant for two separate semesters. "The flexibility of both Bryant's academic program and of the faculty allowed me to spend my last semester at Bryant in Hong Kong." His last semester overseas paid off for his

career – he landed a job with AT&T in Hong Kong while studying there.

From his first job based in Hong Kong to London and back to the United States, Handa has pursued opportunities that



Eric Handa '97 shares his extensive experience in the international business marketplace with students.

draw on his strengths, develop his expertise in the expanding field of telecommunications, and satisfy his wanderlust.

EVEN GLOBAL PATHS LEAD BACK TO BRYANT

The one-on-one time Handa spent with his professors paid off as well. "One of the best things about Bryant is that I was able to meet with the faculty informally and discuss anything. It's something that sets Bryant apart from other schools. And President Machtley introduced me to some people overseas, which was helpful in making business contacts and getting adjusted."

Handa's appreciation for his Bryant education is illustrated by his many levels of engagement with the University. He was recognized with the "Young Alumnus Leadership" award at Bryant's Alumni Achievement Awards in 2013. He has supported the Bryant Leadership Council, the Black & Gold Club, and has come back to campus to share his expertise with students in various classes. His experience as an international businessman is one that the students have found invaluable. Some comments include: "He gave me an idea of what my future may look like and how to get there," and "His stories have really inspired me to find my real focus and concentrate on my passions. Listening to his career experiences has given me a renewed perspective on my future goals."

APTelecom established a charity organization under Handa's leadership that donates to select global non-profit organizations. "It's important to give back," he says.



SPREAD THE WORD

CALENDAR

May

Warwick, RI
May 19, 7:30-9 AM
Breakfast Series w/Mike Roberto

London, UK
May 27, 6-8 PM
Alumni and SIE Student Reception
East India Club

June

Glastonbury, CT
June 2, 5:30-8:30 PM
Golf Clinic and Reception
Glastonbury Hills
Country Club

Portsmouth, RI
June 4, 4-7 PM
Newport Polo

Providence, RI
June 8, 7:30-9 AM
Breakfast Series w/Jim Segovis

San Francisco, CA
June 8, 7 PM
Giants vs Red Sox

Denver, CO
June 16, 6-8 PM
TBD

Boston, MA
June 17, 5:30 BBQ
7:10 Game
Red Sox @ Fenway Park

Providence, RI
June 23, 6-8 PM
Point Tavern

July

Boston, MA
July 20, 6-8 PM
Revere Rooftop
Welcome 2016 Reception

New York, NY
July 27, 6-8 PM
Frying Pan
Welcome 2016 Reception

August

Atlanta, GA
August 4, 6-8 PM
TBD

Martha's Vineyard, MA
August 13, 5-7 PM
Harbor View Hotel

September

Bryant Campus
September 10, 9 AM
Shawn Nassaney
Memorial Race

Bryant Campus
September 23-24
Reunion@Homecoming

New alumni events are added weekly.
Check alumniconnect.bryant.edu/events
for the updated calendar and to register.
Check www.bryantbulldogs.com
for athletic contests in your area.

PARTNERSHIPS

Notices received from 12/11/15 to 3/30/16

2001
Laura Carneiro '01 and
Christopher Berry on 8/9/14

Amy Gabriel '01 and
Matthew Heald on 12/20/15

2006
Joseph Finocchiaro '06 and
Katie Southworth on 1/23/16

2007
Ashley (Beaudoin) '07 and
Ben Shepard on 6/6/2015

2009
Michelle Dumas '09 and
Joshua Kam '08 on 9/6/15

2010
Kristen Aucoin '10 and
Chris Larsen on 6/6/15

2011
Jillian Day '11 and
Brian Maiorino on 10/3/15

Jessica Komoroski '11
and Cory Beaudoin '11
on 11/1/15

2012
Victoria Snow '12 and
Michael DelPonte '12
on 9/26/15

ADDITIONS

Notices received from 12/8/15 to 3/28/16

1995
Stephanie Cece to Wendy
and Robert DeLucca '95
on 8/13/15

2001
Lindsey Elaine to
Laura (Carneiro) '01 and
Christopher Berry on 11/6/15

2002
Henley Mae to Amanda
and Jason Goodell '02 on
12/20/15

2003
Lucas Jacob to Amanda and
Peter Shulman '03 on 12/16/15

2004
Lyla Rose to Lacy (Renaud) '04
and Wayne Brown on 7/25/15

Michaela Kennedy to
Shannon (Miemiec) '04
and Matthew Carbray '02
on 12/29/15.

2010
Ethan Normand to
Aimee (Bennett) '10 and
Normand Duquette '09
on 1/7/16

ALUMNI WEDDINGS



June 6, 2015 | Bethel, ME
Ashley Beaudoin '07 and Ben Shepard



October 3, 2015 | Auburn, ME
Jillian Day '11 and Brian Maiorino



September 6, 2015 | Plymouth, MA
Michelle Dumas '09 and Joshua Kam '08



June 6, 2015 | Newport, RI
Kristen Aucoin '10 and Chris Larsen



November 1, 2015 | Great River, NY
Jessica Komoroski '11 and Cory Beaudoin '11

To view more full size wedding photos and
to see names of all alumni in attendance, please
visit [Facebook.com/BryantAlumni](https://www.facebook.com/BryantAlumni)

Submit your "Partnerships" and "Additions"
to the Office of Alumni Engagement by emailing
alumni@bryant.edu or enter a class note through
our online directory at www.bryant.edu/alumni.
Send wedding photos that feature a group
of Bryant alumni to alumni@bryant.edu.
Resolution of photos should be "print-quality"
(generally 300 pixels/inch).

CONTACT US

To submit personal or professional
news and photographs,
visit our Web site at
www.bryant.edu/alumninews.

Contact us at alumni@bryant.edu
or (401) 232-6040 with questions
or ideas for future stories.

STAY IN TOUCH

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