

# BRYANT

A BRYANT UNIVERSITY RESOURCE FOR PROFESSIONAL SUCCESS

FALL 2016

Innovation drives  
Bryant's bold future

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## 1 PRESIDENT'S MESSAGE

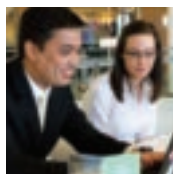


## 2 CULTIVATING A CULTURE OF INNOVATION



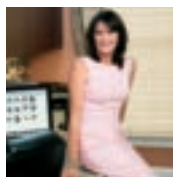
## 6 HOW TO SUCCEED IN BUSINESS

The Bryant community collaboration on real-world business challenges produces impressive results for industries as well as students.



## 10 ESSENTIAL ELEMENTS FOR STARTUP SUCCESS

Bryant alumni share the critical factors for launching successful startups.



## 12 INNOVATION AND PASSION DRIVE ALUMNI SMALL BUSINESSES

Four successful Bryant alumni share their experience in the small business sector.



## 18 THE BIG IMPACT OF SMALL BUSINESS

Small businesses are an integral part of our daily lives and play a critical role in the nation's economy.

## 24 EXPANDING THE WORLD OF OPPORTUNITY

Support from generous alumni, parents, friends, faculty, staff, students, corporations and foundations is propelling Bryant's historic capital campaign, *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future* has raised more than \$63 million.

## 30 SPOTLIGHT ON: FACULTY

Accomplished faculty share their expertise through national and international research, books, and presentations.

## 34 SPOTLIGHT ON: CAMPUS

The Bryant community connects with the 2016 presidential election and welcomes prominent guest speakers to campus.

## 38 SPOTLIGHT ON: ATHLETICS

The Bulldog baseball team sets a record for wins and student-athletes earn accolades in the classroom.

## 40 SPOTLIGHT ON: STUDENTS

Real-world learning and academic competitions enhance the educational experience at Bryant.

## 46 SPOTLIGHT ON: ALUMNI

Nicholas Janikies '57, '86H builds an enduring legacy of success.

## 48 CLASS NOTES

## 52 IN MEMORIAM

### CORRECTION:

The father of Associate Professor of Management Eileen Kwesiga, Ph.D., was a political prisoner in Uganda. The country where he was held was incorrect in a faculty profile in the Spring issue.

## PRESIDENT'S MESSAGE

This fall marked an historic moment in Bryant's 153-year trajectory of excellence. This is the strategic inflection point where we move from who we were to who we will become.

Propelled by our strategic plans and decades of hard work by the entire Bryant community, Bryant's bold vision for the future is becoming reality and we are creating a new model for educating innovative leaders with character around the world.



**Our mission is to not only teach innovatively but to graduate innovators. Whatever profession our graduates choose, their future will demand the five distinguishing traits of innovators: Curiosity and creativity, connectivity, collaboration, and integrative thinking as well as the perseverance and grit to embrace failure as a source of valuable future success. These traits will set Bryant graduates apart and ensure that they excel.**

As we undertake this inspiring mission, let's note some exciting recent achievements:

- In the *U.S. News & World Report* 2017 Best College rankings released in September, Bryant University breaks into the top 10 in the Regional Universities North category, rising to No. 9 from No. 11 last year. Bryant has jumped 15 points since its classification

as a Masters North university in 2003, a reflection of our commitment to academic excellence and the dedicated Bryant faculty who educate and inspire our students;

- Two premier projects of the historic **Bryant Builds** initiative were celebrated and dedicated on September 23-24, Bryant's homecoming weekend: the trailblazing **Academic Innovation Center**, which opened with the start of classes this fall and is already receiving prestigious national awards for its unmatched environment for teaching and learning, and the world-class **David M. '85 and Terry Beirne Stadium Complex**, home for Bryant Athletics and also the recipient of national recognition for design excellence. **Bryant Builds** is the largest and most transformative facilities initiative since Bryant's move from Providence to Smithfield 45 years ago;
- We welcomed the incoming Class of 2020, selected from the largest and most highly qualified applicant pool in Bryant history, to the Bryant family;
- Bryant secured a \$2.5-million challenge grant from the Warren Alpert Foundation in support of our School of Health Sciences, to provide resources that will help us develop innovative approaches that address challenges in health care management as the industry undergoes major changes. Record philanthropic investment in Bryant's capital campaign, **Expanding the World of Opportunity: The Campaign for Bryant's Bold Future**, includes support from 18,112 donors so far and we have already raised more than \$64 million towards the campaign's \$75 million goal.

I hope you will enjoy this issue of **Bryant** magazine, which explores the arc of Bryant's longstanding tradition of innovation. We are excited to share our progress with you, and hope you will visit us soon.

Sincerely,

Ronald K. Machtley  
President



A high-angle photograph captures a ribbon-cutting ceremony taking place on a red brick plaza. A long line of approximately 30 people, mostly men in suits and a few women in business attire, are gathered along a yellow ribbon that stretches across the frame. They are holding large scissors, ready to cut the ribbon. In the background, a large, modern building with a curved glass facade and a circular skylight on the roof stands prominently. The building's reflection is visible in the glass. To the left of the ribbon-cutting line, an American flag is planted in a stand. A crowd of people, some holding cameras and smartphones, is gathered in the foreground, watching the event. The scene is set outdoors on a sunny day, with green grass and young trees visible around the plaza.

# *Cultivating a Culture of Innovation*



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## *A pinnacle achievement in a period of unprecedented growth*

**Bryant University** has a 153-year tradition of innovation, continuously anticipating and adapting to changes in the world to prepare students for success as innovative leaders with character. When it opened for classes this September, Bryant's trailblazing Academic Innovation Center (AIC) represented a pinnacle achievement in a 20-year trajectory of unprecedented growth, innovation, and transformation. The AIC is a catalyst for manifesting Bryant's larger vision to reimagine and redefine higher education to effectively prepare students to become innovative leaders for the future.

Construction of the AIC was part of the historic "Bryant Builds" facilities initiative that has added 250,000 square feet of new academic and athletic facilities to the campus.

The stunning new academic facility is the result of an intensive development and design process to create a vibrant learning laboratory that removes traditional physical and intellectual boundaries to teaching and learning. Bryant University's clear,

**"Bryant's Academic Innovation Center is an unprecedented facility that redefines the future of teaching and learning. We are creating a world-class learning environment that aligns with Bryant's bold future."**

**Bryant University President  
Ronald K. Machtley**

compelling vision for the project served as a compass throughout the Academic Innovation Center's design. Prior to design and building, the University conducted significant exploration and benchmarking visits to the country's top institutions of higher education to see firsthand some of the latest innovations in creating inspiring educational spaces. Bryant completed two prototypes on campus, the Ideation Lab and Bello 102, which allowed faculty and students to test mobile furniture and audiovisual tools that would be used in the AIC. These experiences enriched the development of the Academic Innovation Center's design with lessons learned and best practices.

### **A UNIFYING SPACE FOR ALL ACADEMIC PROGRAMS**

The AIC is a state-of-the-art facility that provides an active, immersive, and collaborative learning environment supporting all academic programs at Bryant University. College of Business, College of Arts and Sciences, Graduate School of Business, and new multi-disciplinary classes coexist in a stimulating climate for learning. The building is organized around the Innovation Forum, a highly flexible space whose furnishings and whiteboards can be reconfigured to support various collaborative group learning activities. The building also includes tiered classrooms, flat-floor flexible classrooms, and breakout spaces to accommodate multimodal presentations and learning.

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“Modern organizations exist in an increasingly complex, inter-connected environment and must adapt and rapidly reinvent themselves in response to new challenges. With the AIC, Bryant faculty have new opportunities to innovate and develop new approaches.”

Director of Faculty Development and Innovation Edward Kairiss, Ph. D.

“Bryant’s new Academic Innovation Center allows for deeper learning. Professors walk around and engage with all of the students. This style of teaching makes sure everyone understands the subject material. The AIC is bringing the Bryant community even closer together.”

Mikayla Ott '17

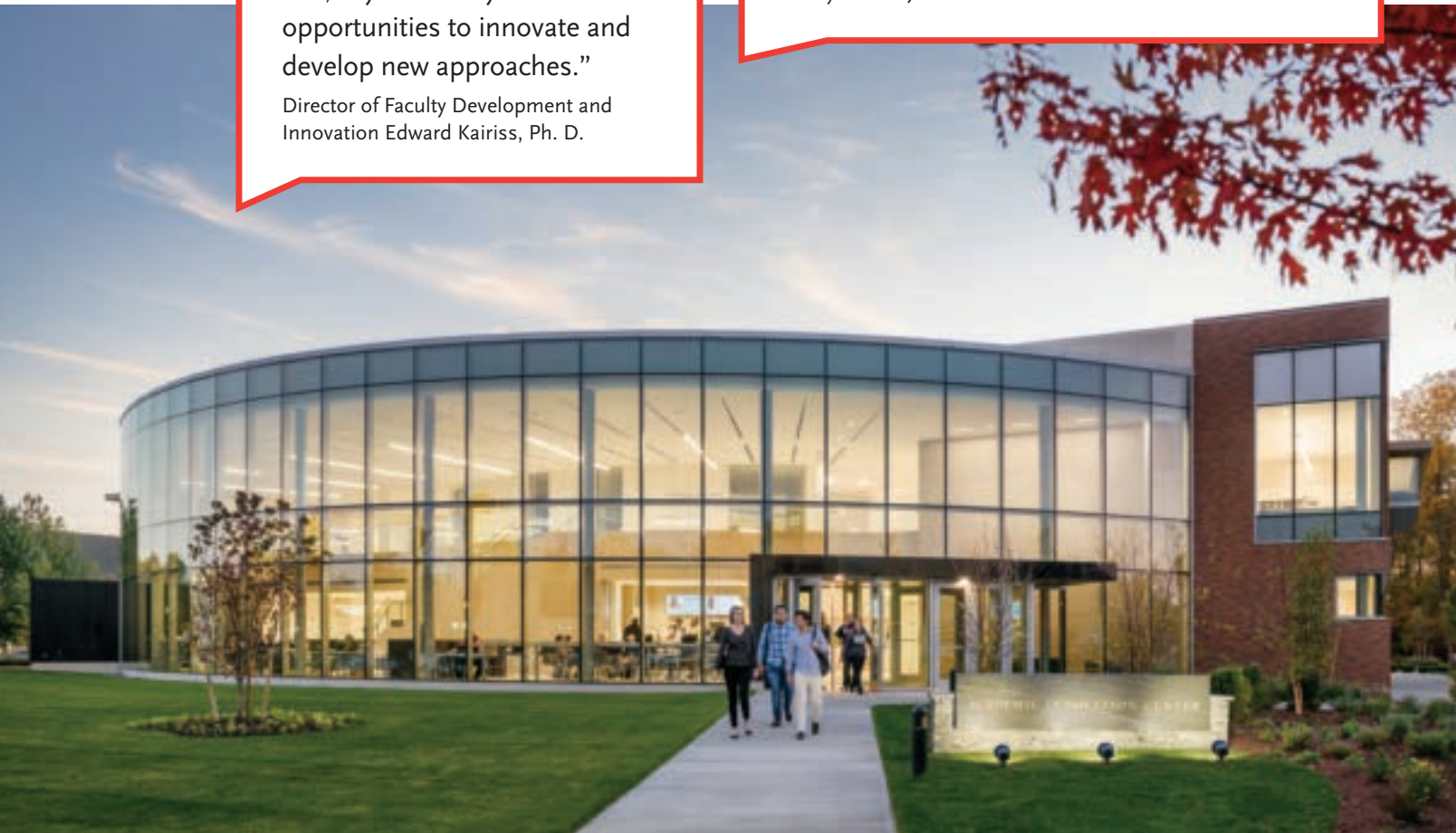


Photo by Anton Grassi from ESTO Photography, courtesy of EYP Architecture and Engineering.

## Academic Innovation Center

- 48,000 sq. ft.
- 5 tiered classrooms
- 5 flat classrooms
- 23 breakout study rooms
- Innovation Forum
- Café

Prominently sited at the campus’s main point of arrival, the AIC welcomes visitors and serves as the launching point for Admissions tours. A café located near the building entrance and adjacent to the campus’s central pedestrian path draws students and faculty to the AIC and further enhances the strong sense of community on campus.

### BRYANT’S INNOVATIVE AND ENTREPRENEURIAL SPIRIT

The AIC is designed to boldly advance the innovative and entrepreneurial spirit that characterize the 24/7 Bryant

experience. Bryant University’s project team created a space that:

- Enables continuous innovation in what we teach and how we teach to create an optimal environment for learning.
- Removes the intellectual and physical boundaries to teaching and learning and allows the University’s world-class educators the freedom to develop the most effective ways of teaching and learning beyond traditional pedagogies.
- Builds critical thinking and collaboration skills within and across disciplines to prepare students to create value in their communities and an increasingly interconnected global marketplace.

“Environment shapes behavior, so when you change the environment, things change. You don’t have to tell people what to do or how to do it. Just create the right space, and let them play.”

Michael Roberto, D.B.A.,  
Trustee Professor of  
Management and Director  
and Chair, AIC Faculty  
Building Committee

“Innovation is the process of creating and implementing an idea that generates significant positive change that users value. The characteristics of innovators at Bryant include: curiosity, integrative thinking, collaboration, connectors, and tolerance for failure.”

Bryant University

“The very nature of active and engaged learning means that all the participants have to do something. That idea of doing something is really fostering and engendering the entrepreneurial spirit.”

AIC architect Kip Ellis, AIA,  
LEED AP BD + C, EYP  
Architecture and Engineering

## INSPIRING INNOVATIVE APPROACHES TO LEARNING

Delivered on time and at \$1 million under budget, Academic Innovation Center was made possible in part by the generosity of Bryant friends and alumni. The extensive preparation for this project and collaborative design approach resulted in an unprecedented and highly innovative academic building that leverages best practices across higher education and

industry. The building superbly incorporates the diverse approaches to learning advocated by the Faculty Building Committee.

The AIC’s design was purposefully tailored to meet a wide and expanding range of teaching approaches. For example, it includes a combination of flat classrooms and tiered classrooms. One

of the large classrooms can be divided into two spaces. In addition, some of the tiered classrooms have blackboards on the front three-part learning walls, while others include whiteboards. Furthermore, the audiovisual configuration differs among large classrooms and breakout rooms, offering a full range of technology and white board space.

## A CULTURE OF INNOVATION IN ACTION

### NICK O’HARA ’17: INNOVATIVE SERIAL ENTREPRENEUR PLUGS INTO POWERFUL ALUMNI NETWORK

**Major:** Computer Information Systems

**Minor:** Communication

**Hometown:** Shrewsbury, MA

**Path:** Creating innovative products

With a passion for innovation and building things, as well as a love of computers, **Nick O’Hara ’17** was attracted to the University’s entrepreneurship offerings including: Bryant Ventures, where students team-up and create the synergy to launch successful ventures, The Collegiate Entrepreneurs’ Organization, Enactus, and The Goss Prize for Entrepreneurship.

Although O’Hara is just beginning his senior year, when it comes to business

ventures and taking risks, he’s a seasoned professional. In high school, he started a news service delivered through text messages that folded after eight months, while an iPhone repair service is still going strong. He embodies the traits of an entrepreneur—willing to take risks, fail, and try again—all in the quest to find that next thing that people can’t live without.

On a beach last summer his sister’s phone battery died, prompting him to conceptualize a beach chair that could charge phones and portable electronic devices through USB ports.

He entered the University’s New

Venture Competition and got to speak to five influential Bryant alumni, who shared knowledge with him that he had only dreamed of having. After winning \$2,000 and an additional \$750 to develop a prototype, he invested \$1,500 of his own money for three-dimensional modeling, working with an engineer to develop the eight-pound chair and a tech kit.

This past spring, he pitched the product at an open call for the “Shark Tank” television show. While he did not make it to the next round, he has been encouraged by the interest in his chair and is actively seeking investors.





# HOW <sub>TO</sub> SUCCEED IN BUSINESS

BY STASIA WALMSLEY



## LINKING INNOVATIVE LEARNING TO THE BUSINESS COMMUNITY REAPS BENEFITS

Last spring, in a conference room at the national headquarters of a Rhode Island-based business, several staff from the company's logistics and transportation team gathered to hear from a group of Bryant students. The company representatives—including the vice president of the group—listened with polite interest at the proposed efficiencies and business optimizations. Then the students announced an eight-digit projected savings as a result of their recommendations.

"You could see everyone sit upright," says **Michael Braunsdorf '16**, a Global Supply Chain Management and Political Science dual major, who was part of the

student group working on the project. "They were thrilled."

Collaborations like these, between Bryant students and regional, national, and international businesses, are happening every day. With experiential learning opportunities for undergraduates and MBA candidates becoming a critical component of post-graduate success, Bryant has implemented several programs that link the classroom and the community—with exciting results for both students and industry.

Three programs in particular highlight these innovative real-world consulting initiatives: the Global Supply Chain

Management capstone course, in which students help companies solve a supply chain problem; the Carolyn Rafaelian International Business Practicum run by the John H. Chafee Center for International Business, now in its eighth year as a requirement for all international business graduates; and a new digital marketing course that challenges students to create and implement client-specific social media plans in real time.

### "Truly staggering" impact

The recommendations presented by Braunsdorf and his classmates were part of a capstone course titled Empirical Appli-



cations in Global Supply Chain Management. It is a requirement of all Global Supply Chain Management program majors and connects student teams with regional industries. And Braunsdorf's client wasn't the only company to see real results by collaborating with Bryant students.

Sixty-two Global Supply Chain Management seniors assisted eight companies during the spring 2016 semester. For a nominal consultancy donation of \$3,500 to the program, these businesses engaged Bryant students to solve real-world supply chain challenges. For instance, Smithfield, R.I.-based Banneker Industries sought to optimize warehouse processes. Alex & Ani in Cranston, R.I., wanted to assess its in-house packaging operations. And Warwick, R.I.'s Day-O-Lite Manufacturing needed to evaluate its freight carrier selection process.

The students assigned to the TribalVision team were well prepared, intelligent, hardworking, and committed to the project. Their market research deliverable was so thorough that we ended up including most of it in our final presentation to our Korean client. The Carolyn Rafaelian International Business Practicum certainly exceeded our expectations.

Christopher Ciunci, Founder & CEO, TribalVision

recruit companies to the practicum. But with its current reputation, many companies that "want in" now come to him.

Roethlein says that he sets the bar very high for his students: "I expect them to prove themselves to our industry partners. They must contribute to the corporate profitability and growth of the companies they're working for."

In order to meet that goal, students must often complete research outside of Roethlein's classroom. "I lead the course, but I don't manage all the projects," he says. Students seek out the expertise of other professors within Bryant's Global Supply Chain Management Department for advice. Roethlein notes that having

mirrors demand within the corporate community for supply chain managers. Today, more than 170 undergraduate students are enrolled in the major at Bryant, and the number rises every year. With it, the practicum will also grow, says Roethlein, not only in student participants but also in the industry type and geographic reach of the clients.

The excellence of Bryant's Global Supply Chain Management program was recently cited in *GSCMP's Supply Chain Quarterly*, which noted that Chief Procurement Officers should be encouraged by graduates of programs in procurement and supply chain management. "Schools like Bryant University in

To help us gain insight into the international submarine construction market, the talented and business-minded student team conducted market research and data mining for us to arrive at a global assessment of where the customers and money are. The student team briefed our strategic team on the results, reviewing Return on Investment and scoring criteria to help us arrive at a short list of countries to approach for new submarine business.

Dave Jenkins, PE, VP Business Development, AMETEK SCP

I was personally impressed with the research and knowledge that the team gained in a very short period of time, particularly so in a very defined specific niche market... We challenged the student teams with real-life business opportunities...and look forward to analyzing the data they provided to see where this will assist us in our market pursuit.

Dana R. Barlow, President & CEO,  
The Moore Company

The results? Collectively, across all projects during the spring semester, the projected savings or earnings for the companies that participated was more than \$46 million.

"The financial impacts are truly staggering," says Professor of Operations Management **Christopher Roethlein, Ph.D.** "Our supply chain students are providing outstanding results to industry."

The capstone course is Roethlein's brainchild. His corporate background in aerospace and original equipment manufacturing (OEM) prompted him to launch the practicum experience five years ago. Early on, he used his previous contacts to

the whole team of Global Supply Chain Management faculty contributing to student success is

an important factor in the excellent consulting that students offer.

"Our industry partners love it because they can get help solving a supply chain problem," he says, "but they also get a good look at talent." And it seems the hiring managers like the talent they're seeing. Roethlein says most project collaborations end with job offers for students.

The popularity of Bryant's Global Supply Chain Management capstone

Smithfield, R.I., among others, are turning out students who have studied economics, global sourcing and international trade, corporate social responsibility, information technology, statistics, and operations management. These programs are also focused on developing their students' writing abilities, character, and leadership skills. In addition, the students have valuable experience from special projects, co-ops, and internships."

## FOR STUDENTS AND INDUSTRY ALIKE

## Local thinking, global actions

How will Brexit affect trade with Europe? What are the opportunities for business expansion into Latin America? Which markets in the Eurozone are ripe for manufacturing partnerships?

Like many business students across the country, the International Business majors in Bryant's undergraduate and MBA programs are challenged to answer these questions. But for Bryant students, the stakes are much higher. They're not just accountable to their classroom professors to find international economic solutions. C-suite leaders in businesses across

program allows small teams of students to work directly with business clients on specific international projects, with oversight from Bryant faculty and staff from the Chafee Center. At the end of the semester, they present both a written and an oral report to both the client and a panel of judges, who offer specific suggestions for how to enter new markets overseas. Students also compete for awards and cash prizes for the best projects.

Cohen says that week-to-week, students confront complex, global problem

Hanna Instruments has been an ongoing participant in this cutting-edge program that provides our management team with valuable, detailed international country- and region-specific data and recommendations. Students, teamed with Bryant faculty and Chafee Center staff, deliver real value to Hanna Instruments in our international business growth strategic planning....

We have recruited a number of students directly from the Practicum to become a vital part of our global expansion.

Ross A. Smith  
Director of Global Partnership Development  
World Headquarters – International Division  
Hanna Instruments, Inc.

Our team is impressed with the level of know-how and research methodologies that the students deliver year after year, identifying real-world solutions.

Elena Barkalova '11, Senior International Brand Ambassador  
The ALEX AND ANI International Team

the Northeast are counting on Bryant's international business scholars for advice about economic strategies that will maximize global opportunity and overcome international challenges.

Since 2009, Bryant's International Business Practicum has been connecting Bryant students with regional businesses looking to expand overseas. Developed in collaboration with the John H. Chafee Center for International Business, the program started with just six participating companies and was offered to undergraduate students during a single semester each year. Today the program runs year-round with undergraduate projects in the fall and spring and MBA students serving clients during the summer. Along with the number of student participants, industry partnerships have also jumped. This spring, for instance, more than 20 businesses took part.

**Gerald Cohen**, the Chafee Center's international trade specialist and International Business coordinator, helped to develop the program, and is not at all surprised by its continued growth and success. "There's no other college that is doing what we do at the undergraduate level," Cohen says. "Our model is truly unique."

Like the Global Supply Chain Management practicum, the International Business

solving: "They formulate industry and market analyses, produce SWOT reports and competitor briefs, assess market trends, develop company strategy, and create financial plans. This is experiential learning at its highest form."

Another distinctive component of the program, and one that is highly valued by the clients, is student access to state-of-the-art technology at the Chafee Center. They use analytical tools like those offered through ICORP, which helps gauge risk preparedness, and Euromonitor, which offers business intelligence reporting, among others. "World Bank and State Department reports; GDP; language and population information; trends for major industries; and growth markets—it's all right at their fingertips," says Cohen.

The International Business Practicum has attracted praise from satisfied clients, as well as the attention of local media. Last fall, for example, students helped Rogers Corporation, a multinational company headquartered in Rogers, CT, analyze EU growth sectors using a dynamic table to parse regional data. The story ended up on the front page of *The Providence Journal*.

"Rogers was pleasantly shocked and could not say enough about our students," recalls Cohen. "Throughout the

Significant rewards to Richline Group include:

Answers to questions important to the growth of our revenues

Discovery of directions unseen

Conversations with the next generation of business people

And project management skills for success in short-term, outside source teams.

Mark Hanna  
Chief Operating Officer, Richline Group  
a Berkshire Hathaway Company

semester, they kept adding new challenges to the original scope of the project. And our students kept exceeding their expectations. No one was sure they could do it, not even the students themselves, but they kept delivering."

## Snapchat-ing for Success

When you walk by Bryant's Digital Marketing classroom, you might notice something unusual. Laptop and smartphone screens are aglow with Facebook, Instagram, Twitter, and Snapchat. Unlike other classes, where students might be



The Carolyn Rafaelian International Business Practicum enables Hope Global to utilize Bryant students, faculty, and Chafee Center staff in our ongoing goal of staying ahead of the curve in our global strategies....It also allows us to recruit some of the University's best and brightest students from the Practicum into our employee team.

Cheryl Merchant '12 H, President & CEO, Hope Global, Bryant University Trustee



checking social media on the sly, here it is a course imperative.

Digital marketing specialist and Associate Professor of Marketing **Sharmin Attaran, Ph.D.**, developed the Digital Marketing class to bridge a knowledge gap between students' digital media skills and businesses' expectations for graduates. Early on, she challenged her students with theoretical clients and projects. "But it was all hypothetical," she says. "I wanted to give them a chance to dive in to real work."

Inspired by Bryant's culture and history of connecting students to the community, along with her personal drive to put the University on the map for digital strategy education, Attaran decided to bring real clients into the coursework.

Last semester, Digital Marketing students, in teams of four or five each, served 11 regional businesses from a variety of industries. Autocrat, John Carol Law, and Rosalina Restaurant are among their

business partners. The challenge? Design and implement a digital marketing strategy including goals, tactics, and metrics for success. "There are few textbooks for what these students are learning," Attaran says. "Textbooks just can't keep up with the ever-changing technology."

Expectations are steep. Students are required to handle market research, search engine optimization, writing, client management, branding, content marketing, and more as part of their projects. In addition, they must become adept at digital marketing best practices using tools such as Hootsuite, Buffer, and Google Analytics.

"At the beginning of the semester, it can be overwhelming for students. But then they have their first client meetings and start working," Attaran says. "It's great to see their confidence grow as they start posting on a company's behalf to Facebook, etc. That's when the true stars come out."

As a testament to the hard work of the students, Attaran says she's begun to receive partnership queries from more regional businesses, as well as companies who want to participate again. "During final presentations at the end of the semester, I heard a lot of clients say to the students, 'How are we going to live without you?'" Companies solve this problem by offering students jobs and internships, which Attaran says have been coming in left and right because of the class.

In the future, Attaran hopes to extend the program by working with the Chafee Center to add an international component. She'd also like to bring in industry experts from Twitter or Snapchat and expand the client list with new industries and different geographic targets. "When I see a need, I want to be active in the community," she says. "When people are looking for a resource for their business, I want them to think of Bryant."

*Stasia Walmsley is a freelance writer.*

# ESSENTIAL ELEMENTS *for Startup Success*

Mission-driven Bryant alumni have been drawn to the startup world since before the concept was even defined. While some of these entrepreneurial thinkers have created unique small businesses, others have used their drive to continuously innovate and transform long-established industries into thriving organizations in an ever-changing economy.

Some of these entrepreneurs and accomplished faculty members share critical steps for success.

## ENLIST EXPERTISE

Surrounding yourself with experienced entrepreneurs and investors is crucial to any venture's success. Domain experts can help you navigate the market, while experienced entrepreneurs and investors can help you navigate the dynamics of building a team, scaling operations, and developing strategies to achieve scale and the funding to do so. That *expertise around the table allows you to minimize missteps* while providing the support to maximize opportunities.

**Jennifer Schwall Rousseau '11**  
Executive Director  
Cherrystone Angel Group

## ARTICULATE A VISION

Investors are compelled by entrepreneurs who can clearly *articulate a vision* for their business, are a magnet for recruiting talent, and have focused their efforts on an opportunity segment that can create a business with \$100+ million in revenues... Go big or go home!

**David Beirne '85**  
Co-Founder and Chairman  
Fantax Holdings, Inc.  
Bryant University Trustee





## KNOW THE MARKET

Small startup businesses have been core of innovation and economic growth in the United States. For most small start-ups, however, the ability to attract investors and succeed depends on the development of a solid and *comprehensive assessment of how markets will respond* and be affected by the introduction of their innovative products or services.

**Edi Tebaldi, Ph.D.**

Associate Professor of Economics,  
Bryant Scholars Director

## PERFECT PITCH

Venture capitalists receive thousands of proposals. *Successful pitches are succinct, well researched,* thoroughly planned, and realistic.

**Glenn Sulmasy, J.D., LL.M.**

Provost and Chief Academic Officer  
Bryant University

## MOVE FORWARD

Don't give up, you have to burn the boat; there is no retreat. It's your vision, your truth. Now own it and *continue moving forward* no matter the cost. There will dark days, but at the end of that journey, you will see the result of your sacrifice.

**Regina (Jones) Mead '81**

Managing partner  
Mb4 International

## RESIST TEMPTATION

Many startups struggle daily to keep the lights on. So, it is tempting to say 'yes' when an opportunity emerges that is slightly off-strategy. *Resisting the temptation to veer off-strategy* is hard, but crucial.

**Lou Mazzucchelli**

Coordinator  
Bryant University  
Entrepreneurship Program

## MAP THE ROAD

With worldwide economic uncertainty, investment dollars will be scrutinized more carefully. Diversity is key as is not being complacent in your markets. *A road mapped with potential pitfalls* and backup plans is essential.

**Kim Walsh-Sorensen '84**

Global Accounts Manager  
Oxbow Activated Carbon

## PASSIONATELY PERSIST

Passion facilitates raising capital, attracts key new hires, and establishes a culture. *Persistence is critical* to overcome inevitable daily, weekly, and monthly unforeseen challenges that will test the resolve to cross the chasm and beat a competitor. Entrepreneurs who possess only one of these traits are almost certainly doomed. Unique and special outcomes happen when entrepreneurs have both!

**James Bergeron '92**

Founder and Managing Partner  
108 Partners, LLC

CEO Coach/Advisor  
LECORPIO

Co-founder and Executive Chairman  
SportsPay

Bryant University Trustee



# Innovation and passion drive alumni small businesses

BY NANCY KIRSCH

*From Portland, Maine, to Portland, Oregon, and points in-between, small businesses are the nation's lifeblood. On any single day, a customer might shop online for the perfect outfit, check that retirement savings are on track with a trusted CPA, discuss the perfect spot for a backyard pool with an award-winning designer, and pull up to a drive-through window for that cup of coffee that signals the official start of the day. ... the list goes on.*

With their dizzying breadth and depth of goods and services, small businesses—individually and collectively—nourish and nurture, inform and inspire, educate and entertain. Just for a moment, imagine if shopping, dining, playing, and working were limited to the “big box” retailers. In that hypothetical scenario, the United States would be bleak, devoid of the diversity and vitality of small businesses. Not only would the economy come crashing down and unemployment skyrocket, we’d miss eating clam cakes and lobster rolls at a seaside picnic, visiting bed-and-breakfasts and rustic inns on a cross-country journey, and patronizing our favorite oldest hardware store and newest pet boutique. Sleek emporiums, traditional and new franchises, century-old businesses, and online startups are all essential drivers of our nation’s growing small business sector.

Many Bryant alumni have achieved remarkable success in the wide world of small business. The four successful alumni here share how they learned to thrive within their respective business niche.

Shortly after **Tricia Kordalski '83, P'15** launched Long Elegant Legs, an industry colleague told her, “Do not start this business...” Despite being a self-described business novice, she wisely disregarded that warning and persevered, perhaps because Kordalski recognized an unmet need and set out to fill it. The 5’10” Kordalski bemoaned the dearth of attractive, moderately-priced clothing that fit her long, lean frame.

Professor of Marketing **Frank Bingham Ph.D., '61, '72 MBA**, now retired, was an enthusiastic, magnanimous, and thought-provoking professor, says Kordalski, who grew up without exposure to any small business owners or entrepreneurs. “He instilled in me the idea that I could start my own business. His Small Business Management course and an internship under his direction with a children’s clothing store opened my eyes.”

During the internship, Kordalski recalls, “I saw the owners working nights

and weekends and problem-solving a host of various situations. “I loved the energy and ability to succeed or fail on your own.”

## *Do Whatever It Takes*

In 1991, with her husband, she opened Long Elegant Legs, then a Hillsborough, N.J.-based catalog company selling clothes for women 5’10” and taller. Kordalski sold computers for Digital Equipment Corporation during the week and developed Long Elegant Legs in her “spare time”—evenings and weekends. After three years, she resigned her full-time position to concentrate on Long Elegant Legs.

With no retail experience beyond her internship, Kordalski learned “on the job,” knocked on dozens of clothing showroom doors, and sought advice from many experienced business people, most of whom she didn’t know.

“It’s good to make mistakes when you’re smaller, and think carefully about where to deploy people,” she says. With no outside capital, Kordalski was immersed, early on, in all aspects of the business. Learning to delegate her buying responsibilities was challenging, she says, although she later appreciated the value in focusing exclusively on her CEO responsibilities.

Bingham inspired her to believe in her own abilities, and Kordalski has “paid it forward” by informally mentoring dozens of potential future business owners. She tells them, emphatically, “Do your due diligence, but...start. Realize that you’re going to stumble and fall as you go along, but stake your spot in the sand and do it.”



## *The Entrepreneur*

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**TRICIA KORDALSKI '83, P '15**

Founder, Long Elegant Legs,  
a specialized clothing catalog company

**25** employees

Annual revenues of **\$7** million

Sold to privately held multinational  
company, Long Tall Sally, which  
she now serves as a consultant

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## *Adapt to Change*

Before the Internet rocked bricks-and-mortar retailers, Long Elegant Legs built and maintained its website, even as it used catalogs as a marketing tool. They were crucially important, as some 80 percent of online orders in recent years were generated from customers looking at catalogs, says Kordalski. "When evolving customer expectations demanded new marketing strategies, our small size and lack of bureaucracy allowed us to respond nimbly," she adds.

At its peak, the company had 25 employees and annual revenues of \$7 million. Following the 2008 economic freefall, Long Elegant Legs experienced a 30 percent drop in revenue, after achieving two consecutive years of 10 percent annual growth. With the company holding \$1.5 million in inventory, she says, "Payables kept me up at night." A good offer, declining sales, and expanding competition led Kordalski recently to sell the company to a larger entity, Long Tall Sally, for which she consults.

To those who need inspiration, she suggests, "You have to take risks and trust in yourself to succeed. There's nothing else like it."





## *The Franchiser*

**JAMES LYNCH '84**  
CEO, Dan's Management Co.

**840** employees  
Serves **32,400** cups of  
Dunkin' Donuts coffee a day  
**36** stores in Rhode Island  
and Southeastern Connecticut

**J**ames Lynch '84, is president and chief executive officer of Dan's Management Company, in Providence. With 36 stores in Rhode Island and Southeastern Connecticut, it is one of the area's largest Dunkin' Donuts franchises. Offering sage, succinct advice to potential franchisees, Lynch recommends, "Do your due diligence...and know the market you're trying to tap into."

Almost on automatic pilot, more than three million of us across the country fuel up each day on our favorite Dunkin' Donuts' coffee and doughnut. Some of us first discovered Dunkin' Donuts—among the nation's most recognized and popular brands—as hungry, thirsty commuters, while others earned our first paychecks and learned the importance of customer service there.

Regular customers—and their standing orders—quickly become familiar to Dunkin' Donuts' employees, who patiently guide

the occasional "newbies" through the enticing selection of beverages and snacks. Some employees will work only in entry-level positions with Dunkin' Donuts; others, including 12 of Lynch's managers, began at the bottom and climbed the management ladder. Their progress reminds Lynch of his own professional path, one grounded in dedication and a strong work ethic.

## *Listen to Employee Concerns*

Although the Dunkin' Donuts logo has long represented a consistent and welcoming beacon, product offerings have, over time, expanded exponentially and employees' duties have evolved. When Lynch started out, customers placed beverage orders for hot coffee only. Today, counter people manage orders for dark roasts, espressos, lattes, and vanilla chais,

merely a few of the many hot drinks. "The complexity of the brand, with so many offerings, makes working at a Dunkin' Donuts incredibly challenging today," he says. "Recruiting and retaining employees is always demanding." Today, baked goods are made offsite in large scale operations; Lynch remembers that "making doughnuts in the store was challenging and a nightmare."

Of his 840 employees, Lynch says, "I listen to their concerns, see how we can address them, and solicit feedback." Despite his own experiences as a counter clerk, doughnut baker, store manager, and general manager, Lynch says, "No one knows better than people on the front-lines doing everyday tasks how to do their jobs." Eager to recruit and retain strong performers, Lynch schedules five-day work weeks, though a six-day schedule is the franchise norm, and distributes longevity and performance awards to employees at annual dinners.

## *See the Cup Half Full*

Franchise ownership presents unique rewards and risks. Economies of scale provide franchisees with resources for employee training and marketing, for



example, that independent business owners may not have. Although corporate rules govern franchisees' actions, Lynch successfully implemented changes that propelled his company's growth and profitability. Under his leadership, Dan's Management Company, one of the first Dunkin' Donuts franchises to offer drive-through service in 1982, also established the first offsite doughnut manufacturing facility in 1991. With production at a centralized venue, Lynch could build smaller stores and employ fewer bakers.

He credits his career success to applying common sense solutions, challenging corporate management when appropriate, and continually improving and simplifying policies and processes.

Throughout high school and college, **David Hobaica '88**, worked in the family business, Easton Pool & Spa, Inc., which his father, Henry, founded in 1972. The company, which focuses on designing, building, and installing in-ground swimming pools, has won many international and national design awards. "We've also been recognized by *Pool & Spa News*, the industry's leading trade magazine, as a Top 50 Builder for many years," says Hobaica, who views vendors and suppliers as important partners in the company's growth and success.

During his brief stint as a financial analyst, Hobaica was "lured back" to the family business and has had no regrets about his decision. Equal partners, Hobaica and his brother, Robert, possess disparate skills; Hobaica manages day-to-day operations and Robert focuses on long-term management decisions.

"It's an honor to build on the foundation my father laid for us," says Hobaica, named company president in 1996. "Although he regularly expresses pride in

my brother and me, and in the company's progress, we wouldn't be where we are without my father," Hobaica says. Henry's customer-centric values and good business principles—keep overhead low, treat your employees well, and make sure they share those values and principles—guide business operations to this day.

## Diversification is Key

In addition to its core business line, Easton Pool & Spa's diversified mix of goods and services—the service department, two locations selling pool chemicals and supplies, and an affiliated pool-filling

### The Legacy Family Business

**DAVID HOBAICA '88**

Partner, Easton Pool & Spa, Inc.

Established nearly 50 years ago

56 employees

Annual Sales of nearly  
\$6.5 million

Recognized as an industry  
Top 50 Builder





company—keeps the company strong. “Our service department is how we earned our reputation and a great deal of our business,” says Hobaica. “Every pool is going to need service, no matter how well it was built.

“Stick to your strengths,” recommends Hobaica, who ventured into some related business lines—installing putting greens, awnings, and hot tubs—that proved unviable. On the other hand, one calculated risk was a clear winner. During the business slump after 2008’s economic downturn, Easton Pool & Spa was hired to build a pool using a wholly different method of construction. Through that commission, the Easton, MA, company developed a new area of expertise and expanded its product line.

Without learning to delegate, focusing on many diverse responsibilities—from finance and sales to operations and human resources—might otherwise overwhelm Hobaica, who explains, “The more I can teach and train my employees, the more effective I can be as a leader and business owner.”

With 56 employees and annual sales of nearly \$6.5 million, Easton Pool & Spa faces industry-specific challenges, such as adhering to stricter pool safety regulations (which Hobaica welcomed), seasonal employment cycles, and recruiting and retaining highly knowledgeable service technicians.

## Keep Your Customers Happy

It’s clear that the company’s reputation matters deeply. After receiving an unhappy customer’s email, Hobaica visited that customer the next day—a Saturday—to resolve the issue. “Make sure your customers have a great experience; if you provide realistic expectations and treat

them with respect, you’ll be successful,” says Hobaica.

Married to **Janice (Eaton) Hobaica ’88**, Hobaica finds it rewarding to hear from older customers who share their fond memories of Henry working on their pools. Now this second-generation business is building pools for many of those individuals’ children and grandchildren. Might a third-generation family member succeed Hobaica? It may be too early to tell, but the oldest of Hobaica’s three daughters has worked for the business the past two summers along with his nephew. In the meantime, he says, “I’m having a blast. I love what I do.”

**M**arkarian & Meehan, Ltd., a boutique CPA firm in Wakefield, Rhode Island, is a Bryant stronghold. It counts seven alumni among its ranks of 26 staff members, including the five partners (of whom two are retired). The firm’s founding partner, **Thomas W. Markarian ’66, ’89 MST** started the practice in 1972, retiring last fall. Partners include **James P. Meehan ’76, ’85 MST**, who retired in April, and current partners **Robert L. Pasquazzi ’80, ’91 MST**, **Stuart E. Woodard ’86**, and **Steven Zaroogian ’80, ’85 MBA, ’93 MST**, the firm’s managing partner.

Even as a youth, **Zaroogian** understood that reasonable risks yield rich rewards. As a first-generation college student, he assumed debt to attend Bryant. Upon graduation, he declined a management-track position offered to him by the hardware store where he’d worked part-time during college. “I went to school for four years; I have to take a risk and seek an accounting position,” Zaroogian recalls telling his skeptical father.

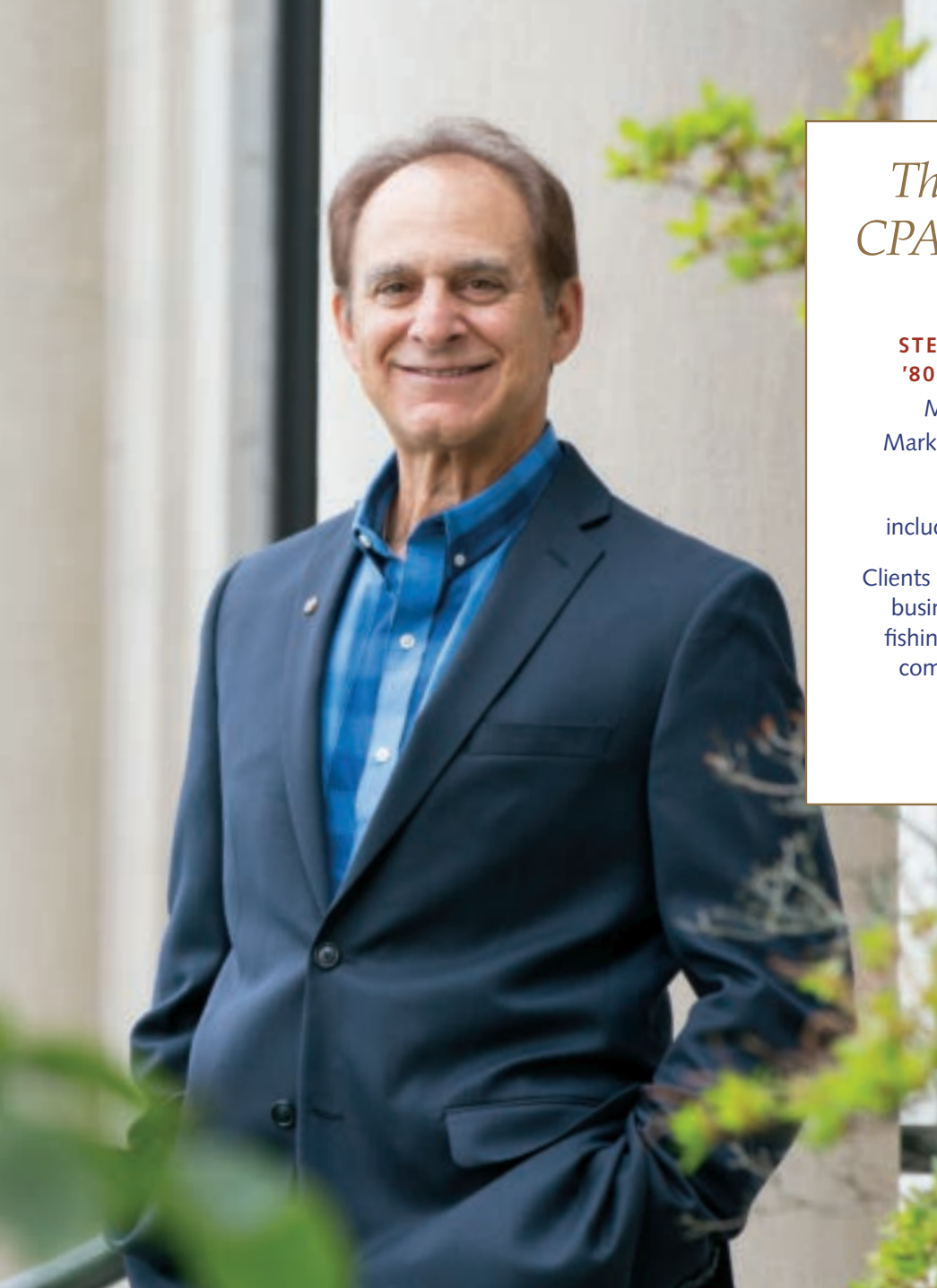
Sustaining the local economy, diverse clients benefit from the firm’s sophisticated knowledge and expertise, presented with warm, personal attention.

Clients range from commercial fishing operations and independent or family-owned businesses to a local software company ABAQUS, Inc., that Dassault Systems (Simulia), a subsidiary of Dassault Group, purchased for \$415 million.

## Invest in the Community

Just as southern Rhode Islanders relish the delicious seafood harvested from nearby ocean waters by the firm’s clients and others, their informal encounters with local business people—including partners and staff members—foster the intimacy and comfort of small-town life. The largest accounting firm in the region, Markarian & Meehan, provides accounting and tax advice that ensures the continuing viability of local businesses. Many partners and staff members volunteer with nonprofit organizations, be it their church, as Zaroogian has done for decades, a national organization’s Rhode Island chapter, or a local sports team. “Pick a passion and get involved; it’ll make you a better and more well-rounded individual,” Zaroogian urges.

The firm exemplifies the best in small-business practices, given Zaroogian’s commitment to achieving a productive work-life balance—a concept unheard of earlier in his accounting career. “I am very transparent; with me, what you see is what you get,” he says. He maintains a wide open door policy for staff members to discuss their personal and professional concerns, and counsels and advises his high net-worth clients on succession, estate planning, and transactional issues. Deftly juggling these oft-competing demands, Zaroogian strives to meet the best interests of the firm and its clients, partners, and staff members. Perhaps that’s why Markarian & Meehan has an extremely low client and staff turnover, a rarity in the industry.



## *The Boutique CPA Partnership*

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**STEVEN ZAROOGIAN**  
**'80, '85 MBA, '93 MST**

Managing Partner,  
Markarian & Meehan, Ltd.

**26** employees,  
including **7** Bryant alumni

Clients range from Main Street  
businesses to commercial  
fishing operators to a local  
company purchased for  
**\$415** million

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## *Trust and Confidence Are Key*

Nurturing a strong collegial environment seems second nature for Zaroogian, who says, "The words 'I' and 'me' aren't healthy in a business environment." When a staff member errs, Zaroogian accepts responsibility and vows to improve his own skills to forestall future prob-

lems. "When mistakes happen, I have to work harder to regain a client's trust and confidence," he explains. In recruiting and retaining the most qualified candidates, many small businesses struggle to compete against Fortune 500 companies' perks, prestige, and travel opportunities. That's true here, says Zaroogian, who is actively recruiting for a senior accounting manager with partnership potential and other senior positions. Given its ambi-

ence, Markarian & Meehan offers a more attractive lifestyle than do the largest accounting firms, he asserts.

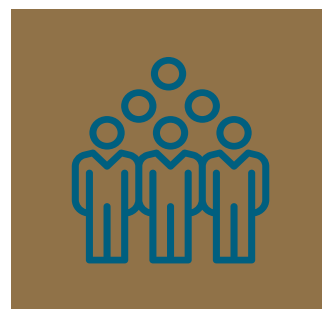
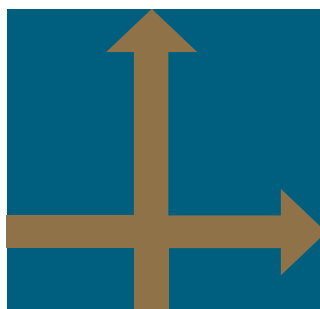
Although "business-strangling" regulations frustrate Zaroogian, he finds satisfaction in knowing the firm has a profound impact on its small business clients, who appreciate Markarian & Meehan's proactive advice and acumen.

*Nancy Kirsch is a Providence-based freelance writer and frequent contributor to Bryant magazine.*

# *The* BIG *of* impact | SMALL BUSINESS

BY MARIA CALIRI

President Barack Obama called small businesses “the heart of the American economy.” Donald Trump, then the Republican nominee for president, remarked, “Small businesses are the true engine of our economy.” And Hillary Clinton, the Democratic nominee, “wanted to be the president for small business,” making it easier for people to start and grow their businesses “because that’s where most of the jobs will come from.”

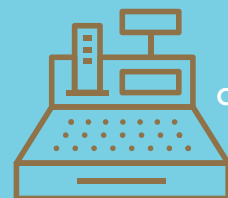




Political rhetoric or truth? The answer is clear from the figures. According to the U.S. Small Business Administration:

- There are 28 million small businesses—defined as companies with fewer than 500 employees—in the United States.
- Small businesses account for 99.7 percent of U.S. employer firms.
- 54 percent of all U.S. sales come from small firms.
- The number of small businesses in the United States has increased 49 percent since 1982.

# 54%

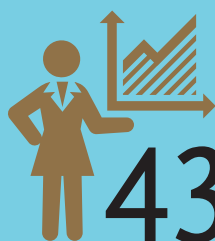


OF ALL  
U.S. SALES  
COME FROM  
SMALL  
FIRMS

While our elected officials' and candidates' plans to aid and promote small business differ greatly, they are correct in identifying these companies as a vital part of the country's economy, driving growth in all areas—especially New England.

In Massachusetts, 97.8 percent of the state's employers are small businesses, and Rhode Island has a slightly higher rate of 98 percent. More than 720,000 workers are employed by small businesses in Connecticut, while Vermont is ranked fourth in the U.S. for share of employment by small businesses.

For these states and the country as a whole, the outlook is positive. The growth rate of these companies shows no signs of abating. The small business sector is growing rapidly, and small business failures are declining.



# 43%

OF SMALL BUSINESS  
OWNERS  
ARE WOMEN

## THE NEW LOOK AND FEEL OF SMALL BUSINESSES

Contributing to this growth are small businesses in all industries. Decades ago, small business was typically defined as a mom-and-pop grocery store or an independently owned pharmacy. These businesses still exist and some are doing well as consumers embrace the "buy local" philosophy, yet Sageworks, a financial analysis software company, identifies trucking and contracting companies as the fastest-growing industries for small businesses.

Optimistic consumers buy more goods that have to be transported, and the continued momentum of household growth powers the contracting industry. According to Harvard University's Joint Center for Housing Studies, the need to replace older units and meet demand for vacation homes and other uses should generate at least 1.6 million units a year for the next 10 years, providing an important boost to the economy.

The majority (52 percent) of small businesses are often home-based. Yet brick-and-mortar small businesses continue to thrive due, in large part, to the growth of franchises. The opportunities to own and operate a franchise are tremendous, and options are not limited to fast-food restaurants. IHS Economics, one of the leading economic analysis

and forecasting firms in the world, noted in an outlook report prepared for the Franchise Education and Research Foundation that the number of establishments is expected to grow to nearly 800,000 this year. They can be categorized into these areas: automotive, business services, commercial and residential services, lodging, personal services, fast-food and table-service restaurants, real estate, and retail. Within these categories, business services, such as Minuteman Press and Liberty Tax Service, and retail franchises, like GNC (nutritional products), represent the growth leaders.

## ON THEIR OWN BUT NOT ALONE

Though small businesses exist in a wide variety of industries, a common thread for all small business owners—whether a franchisee or a general contractor—is the need for financing. To get their business off the ground, small business owners are leveraging a plethora of resources to build and grow their companies.

The U.S. Small Business Administration is among the most popular organizations that small business owners turn to for guidance—and for good reason. The S.B.A. and its partner agencies engage in a comprehensive approach to helping small business owners. Their menu of services includes financial assistance for new or existing businesses and no- or



52%



OF SMALL  
BUSINESSES  
ARE  
HOME-BASED

SMALL BUSINESSES  
PAY OUT

44%

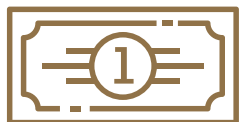
OF THE  
U.S.  
PAYROLL



SMALL BUSINESSES  
ACCOUNT  
FOR MORE THAN

50%

OF THE  
COUNTRY'S  
NON-FARM PRIVATE  
GROSS DOMESTIC  
PRODUCT (GDP),  
THE VALUE  
OF ALL GOODS  
AND SERVICES  
PRODUCED  
BY THE ECONOMY



*"Entrepreneurs who develop a well written business plan prior to launch have the highest chance of success."*

*Normand Deragon '84  
Economic Development Specialist (retired)  
U.S. Small Business Administration*

low-cost counseling, advice, and information on starting, better operating, or expanding a small business.

"Capital and a business plan are the critical elements of a small business owner's success, and the S.B.A. can assist with both," says **Normand Deragon '84**, retired economic development specialist with the Rhode Island District Office of the S.B.A. During his 16-year tenure, Deragon helped countless entrepreneurs create detailed plans, and the most successful were those that were developed long before the "Open for Business" signs were hung.

"Entrepreneurs who develop a well-written business plan prior to launch have the highest chance of success. Their plans address issues such as insurance, suppliers, cyclicalities, growth strategy, and even recession. No one wants to think about recession, but when one hits, as it did in 2007, the small business owner has to be able to withstand the downturn," says Deragon.

"Access to capital is largely predicated on a strong business plan. It is the first thing lenders ask for, and when entrepre-

neurs submit less-than-inclusive plans, their loan applications are often rejected."

Deragon also impressed upon his clients that business plans are not meant to be stored away once funding is secured. Instead, he adds, they are "living, breathing documents that serve as a blueprint for running a company. Business owners have to constantly tweak their plans—especially in the first year—because the economic landscape is ever-changing."

Helping business owners sustain and grow their operations in the continually evolving marketplace are the S.B.A.'s partner agencies, including Service Corps of Retired Executives (SCORE), Small Business Development Centers (SBDC), and the Center for Women & Enterprise (CWE). The positive impact of these organizations, led by former business executives and experienced employment counselors, is evident across the country. In 2015 alone, 53,377 new businesses started with the assistance of SCORE mentors. In any given year, SBDCs touch more than one million businesses, and since 1995, the CWE has

Small businesses employ  
more than 56 million people  
and, since 1990,  
have added 8 million new jobs.

helped more than 30,000 Rhode Island and Massachusetts entrepreneurs.

A shining example of a small business owner who leveraged CWE's expertise is **Cheryl Snead '06H**, a vice-chair of the Bryant University Board of Trustees and the founder, president, and CEO of Banneker Industries. The agency's assistance helped turn North Smithfield, R.I.-based Banneker into a world-class provider of supply chain solutions, specializing in third- and fourth-party logistics (3PL/4PL) services.

"CWE's programming was the best learning experience I have ever had, including grad school," says Snead. "The networking, engaging conversations, and opportunity to practice helped me to feel confident in moving my investment plan forward for Banneker Industries."

Snead echoes the sentiments of many small business owners. Thumbtack's 2016 Small Business Friendliness Survey revealed that business owners care much more about training programs than about policy initiatives, such as tax breaks, that many local governments tout. The professionals surveyed reported that assistance in honing their craft, running their business more efficiently, and meeting industry colleagues is invaluable.

#### **BENEFICIAL EFFECTS OF SMALL BUSINESSES**

This type of tremendous support from government-backed agencies and other organizations, such as chambers of commerce, can better equip small businesses for success, and it is in our country's best interest to support their growth. Small businesses have an impact on the national and local economies that cannot be understated. They employ more than 56 million people, and, since 1990, small businesses added 8 million new jobs while big business eliminated 4 million positions. In addition to creating jobs, small businesses pay out 44 percent of the U.S. payroll, keeping unemployment



*The Center for Women & Enterprise  
"helped me to feel confident in moving  
my investment plan forward for  
Banneker Industries."*

*Cheryl W. Snead '06H*

*Founder, President, and CEO, Banneker Industries  
Bryant University Board of Trustees Vice Chair*

under control, expanding consumers' buying power, and bringing in more tax revenue to the government.

Small businesses account for more than 50 percent of the country's non-farm private gross domestic product (GDP), the value of all goods and services produced by the economy. That is a significant percentage given that the United States accounted for 26 percent of the world's GDP in 2011, according to the U.S. Department of Agriculture.

The market for these goods and services extends far beyond the country's borders. Ninety-seven percent of identified exporters are small businesses, producing 29 percent of all export value.

That figure is even greater in Rhode Island, where small businesses are exporting a variety of goods, including precision tools and specialized textiles used in automotive interiors and weather stripping. Of the 1,790 companies that exported goods from Rhode Island in 2013, 87.7 percent were small firms, generating 66.9 percent of the state's total known export value.

This comes as no surprise to **Raymond Fogarty '79**, director of the John H. Chafee Center for International Business at Bryant, which helps local, regional, and national companies get their products and services to more customers in more places around the world.

"Ninety-five percent of the world's customers live outside the United States," says Fogarty. "The World Wide Web helped expand small business more than anyone could have imagined, and to many, it's

frightening. Small business owners may not know how to collect payment from foreign customers or how to insure their goods, so we help them navigate the complexities of doing business internationally."

The Center's services include competitive and cost-accounting analyses that help determine which international markets could be profitable for a small business. Fogarty stresses that when small business owners successfully sell their goods internationally, benefits abound.

"On average, employers who export pay their employees 17 percent more than small business owners who only sell their goods and services domestically. What's more—they boost employment. The U.S. Department of Commerce reports that

THERE ARE  
**28m**  
SMALL BUSINESSES  
—DEFINED  
AS COMPANIES WITH  
FEWER THAN  
500 EMPLOYEES—  
IN THE U.S.







*“Ninety-five percent of the world’s customers live outside the United States.”*

*Raymond Fogarty '79, P '14  
Director, John H. Chafee Center  
for International Business  
at Bryant University*

for every \$200,000 in goods and services exported, a job is created,” says Fogarty.

The potential for small businesses to gain an even larger portion of their revenues from exporting is great. With nearly two-thirds of small- and medium-size businesses selling to only one foreign market, many business opportunities are left untapped. It would behoove these companies to investigate how they can capitalize on the free trade agreements that have opened up markets in Australia, Chile, Singapore, Jordan, Israel, Canada, Mexico, and Central America.

#### **IGNITING THE ENTREPRENEURIAL FLAME**

The prospects of running a profitable business with a global customer base and the allure of being your own boss strongly influence individuals to strike

out on their own. Indeed, some experts predict that 50 percent of the labor force will be self-employed in 2020.

Another reason behind this surge, ironically, is retirement. Baby boomers (people born between 1946 and 1964) are retiring at a rate of about 10,000 per day, but retirement does not necessarily mean they are hitting the links or tennis courts daily. Instead, boomers are starting new business ventures, supplementing retirement income or using their free time to turn a hobby into a second career.

Whatever their motivation, baby boomers are well-positioned for starting and sustaining successful small businesses. According to the Kaufmann Foundation, boomers are the wealthiest living generation. They possess a strong sense of business acumen and the financial assets and/or access to credit necessary to start a business.

The lack of workplace flexibility (especially important to women) is another factor behind the growth of small businesses. Although running a business is often a 24/7 commitment, women business owners are not tied to a rigid nine-to-five workday and can set their own work schedule to align it more closely to their family’s needs. Currently, 43 percent of small business owners are women, and Cindy Yang, who focuses on small business, growth, and new markets for the personal finance website NerdWallet, expects that figure to grow to 50 percent by 2020.

A funding revolution, of sorts, is also fueling small business growth. While previous generations relied primarily on personal savings and bank loans to fund new businesses, today’s business owners—millennials, in particular—are using scores of alternatives to get the money they need to start or grow their small business. A Bank of America study revealed that 14 percent of millennial business owners—who typically do not have a history of credit or access to collateral—have turned to non-traditional lending services. These include direct lenders, such as OnDeck and Kabbage that base lending decisions on non-traditional data like cash flow information from QuickBooks entries, and peer-to-peer (P2P) lenders that connect capital from

**SMALL BUSINESSES  
EMPLOY MORE THAN**

  
**56m**  
**PEOPLE**

The ability to be nimble in their operations and adapt more quickly than large bureaucratic companies to changing market forces will help small businesses build upon this country’s unshakeable entrepreneurial foundation.

The potential for small businesses to gain an even larger portion of their revenues from exporting is great.

SOME EXPERTS  
PREDICT THAT

50%



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SINCE 1990,  
SMALL BUSINESSES  
ADDED



8m

NEW JOBS,  
AS BIG BUSINESS  
ELIMINATED  
4 MILLION POSITIONS



97%

OF IDENTIFIED  
EXPORTERS  
ARE SMALL BUSINESSES

institutional and retail investors with small businesses via platforms such as Lending Club, Prosper, and Funding Circle.

#### WHAT THE FUTURE HOLDS

While predicting what is to come for any business—large, medium or small—is not an exact science, this guidance from seasoned professionals, coupled with new global market opportunities and the exuberant spirit of entrepreneurs, is helping to shape a most promising future for small business owners. Indeed, some prognosticators believe that small businesses are slated to follow a positive trajectory into the next decade and beyond.

In a blog post on HourlyNerd—itself the winner of the EY Entrepreneur Of The Year® 2016 Award in the Emerging Company category in New England—Herbert Prokscha remarks that jobs will continue to be lost to automation in large companies. Prokscha, the senior strategic partner of consulting and marketing company Z Niche, believes that as a result, small businesses will thrive because of their originality. Whether they are developing unique code or producing organic artisanal cheese, small businesses will be filling the need for high-quality customized products tailored to individual customers.

For those businesses whose products and services are less distinctive, the future is still exceptionally bright. Meredith Wood, who specializes in financial advice for small business owners and serves as editor-in-chief of Fundera, a small business financing resource, feels that small companies will evolve into mobile or freelance business-to-business services. The mobile concept—as demonstrated by the

growing popularity of technology experts and personal trainers who meet their customers at their office doors or homes—has taken off in our 24/7 society. Consumers whose downtime is becoming a rare commodity will continue to demand on-site services that accommodate hectic schedules.

And happy is the small business owner who can spare the expense of hiring full-time employees by using a wide variety of freelance professionals, including graphic designers and social media managers. Wood views this expected trend as a win-win situation where one entrepreneur reduces overhead while another builds his or her own small business by providing services to multiple clients.

*Forbes* contributor Jacob Morgan, author of *The Future of Work: Attract New Talent, Build Better Leaders, and Create a Competitive Organization*, also sees great things happening for small business owners. He bases his outlook on the fact that the entrepreneur can be up and running with the same caliber of technology available to large companies. This same technology, he says, can help the business owner tap the greatest talent from near and far and establish virtual teams.

While only time will tell if these ideas come to fruition, it does not take a leap of faith to think that small businesses will continue to be the backbone of the American economy. The ability to be nimble in their operations and adapt more quickly than large bureaucratic companies to changing market forces will help small businesses build upon this country's unshakable entrepreneurial foundation.

*Maria Caliri is Corporate Communications Manager at Textron and a contributor to Bryant magazine.*

# EXPANDING THE WORLD OF OPPORTUNITY

THE CAMPAIGN FOR BRYANT'S BOLD FUTURE

## Participation Propels Campaign, Challenge Grant Announced

Participation in *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future* is the most important factor driving the success of our historic capital campaign. Already we have raised nearly \$64 million in support of initiatives that position Bryant among the most competitive universities in our region and across the country. So far, 17,962 gifts of all sizes from every facet of our community—alumni, friends, parents, faculty, staff, and students—have contributed to our momentum.

In addition, Bryant has recently secured a \$2.5 million challenge grant from the Warren Alpert Foundation in support of the University's School of Health Sciences. The grant will be used to advance the growth of our School of Health Sciences and develop innovative approaches to address challenges in the healthcare industry, which touches each and every one of us and makes up 17.5 percent of the nation's GDP. All gifts contributed through June 2017 up to \$2.5 million will be matched by the Foundation and at its successful completion this challenge grant will add \$5 million, bringing us even closer to the campaign's \$75 million goal. If you have been watching all that the University has recently accomplished but have not yet stepped up to participate in the campaign, **now is the time to make a gift that will count twice as much.**

If you want to become involved in the life of Bryant University today, and want to participate in the campaign's success as a way to be part of Bryant's bold future, visit [www.bryant.edu/Opportunity](http://www.bryant.edu/Opportunity) or call (877) 353-5667 to learn more.

\$75 million

\$64 million

\$70m

\$60m

\$55m

\$50m

\$45m

\$40m

\$35m

\$30m

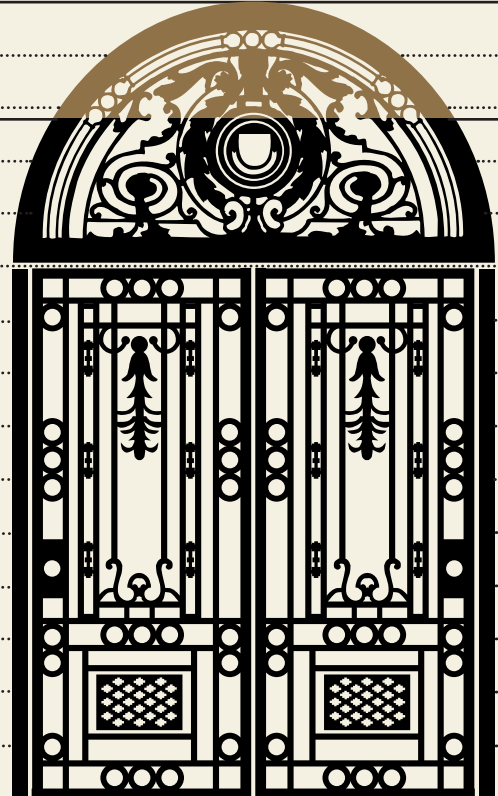
\$25m

\$20m

\$15m

\$10m

\$5m



## 13TH YEAR IS LUCKIEST YET FOR BRYANT'S ANNUAL PRESIDENT'S CUP GOLF TOURNAMENT

Monday, June 27 dawned windy and bright at the Newport Country Club—a lucky sign for Bryant's 13th Annual President's Cup Golf Tournament. Though the stiff breezes made the game more challenging, it didn't stop the sell-out group of 128 golfers from enjoying the vistas and greens at one of the original member clubs of the U.S. Golf Association.

This year's proceeds from golfers and sponsors exceeded \$135,000 and are designated for the Bryant University Presidential Scholarship Fund. The scholarships support undergraduate students who demonstrate a commitment to aca-

ademic excellence. Since its inception, the event has raised nearly \$1.25 million for scholarships.

Golf Committee chairs **David Olney '82** and **Stuart Brenner '64** note that a growing number of corporate sponsors support the tournament with gifts ranging between \$1,000 and \$7,000. Non-golf sponsorships, such as providing branded golf balls, towels, prizes, and pin flags, have steadily increased, bringing some \$30,000 annually to the proceeds. They also are quick to note the courtesy and attention to detail shown by the golf and clubhouse staff at the national championship course.

*"Bryant's President's Cup Golf Tournament is an opportunity to bring alumni and friends of Bryant together," says Olney. "Through the event, we are able to raise significant financial resources that help make a Bryant education possible for those who will benefit from it the most."*

Golfers and guests rounded out the day with a reception, dinner, and live and silent auctions. Bryant University President Ronald K. Machtley once again served as auctioneer and set a new record—raising a lucky \$13,000 at the live auction from an energized and generous crowd.



# EXCEPTIONAL PHILANTHROPY PROPELS BRYANT'S ASCENT

Throughout the University's history, Bryant's pivotal moments have been propelled by exceptional philanthropy. Earl Tupper's gift of his 220-acre estate in Smithfield became the catalyst for a forward thinking Bryant College of Business Administration to move from Providence and transform itself into Bryant College, and ultimately, Bryant University. Most recently, historic gifts to ***Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*** have enabled Bryant to secure its reputation as a world-class university and become an international model for educating students of character and ability who are prepared to lead in the 21st century and beyond. The \$75 million campaign includes the ***Bryant Builds*** initiative—a strategic investment in new and enhanced campus facilities.

During this year's Reunion@Homecoming weekend, two signature buildings were dedicated. The Academic Innovation Center and the David M. '85 and Terry Beirne Stadium Complex represent, each in its own way, both the University's commitment to boldly reimagine the future of higher education and the culmination of Bryant's continued aspirations for excellence.



*Among those celebrating the opening of the Academic Innovation Center are: Associate Provost Carol DeMoranville, Ph.D.; Dean of the College of Arts and Sciences Wendy Samter, Ph.D.; Dean of the College of Business Madan Annavarjula, Ph.D.; Provost and Chief Academic Officer Glenn M. Sulmasy, J.D., LL.M.; Faculty Development Fellow Giovanna Donoyan, Ph.D.; Director of Faculty Development and Innovation Edward Kairiss, Ph.D.; and Associate Dean of the College of Arts and Sciences Bradford Martin, Ph.D. Not pictured: Associate Dean of the College of Business Anthony Wheeler, Ph.D., S.P.H.R.*

## THE ACADEMIC INNOVATION CENTER

*Game changer.* That's quickly become the phrase used most frequently to describe the impact of the Academic Innovation Center (AIC) for Bryant's students and

faculty. The campus community is raving about how effectively the building's distinctive climate for learning encourages the collaboration and innovation that is a hallmark of the Bryant experience.

The AIC was designed and purpose-built to integrate teaching, experiential learning, and access to technology—the drivers for innovation in every academic discipline. It is used by undergraduate and graduate students, in both Bryant's College of Business and the College of Arts and Sciences. A \$5 million pacesetter gift was made by an anonymous donor. Leadership gifts supporting classrooms and breakout

*continued on page 26*



# EXPANDING THE WORLD OF OPPORTUNITY

THE CAMPAIGN FOR BRYANT'S BOLD FUTURE

spaces were made by **Jeffrey Fryer '91** and **Kimberly (Roy) Fryer '92, P '19**, parents of Ryan Fryer. Additional gifts from generous alumni and friends who share Bryant's vision supported completion of the project.

When the 48,000- square foot facility opened on time and under budget, it was the culmination of more than five years of planning and construction. "Our faculty and staff were integral to the design and building of the AIC," explains Bryant President Ronald K. Machtley. "Every square foot of the building was designed for a purpose. It is a nationally unique facility that redefines the future of teaching and learning in higher education in one building."



*President Ronald K. Machtley with leadership donors Kimberly (Roy) Fryer '92 and Jeffrey Freyer '91, P '19*

Kip Ellis, AIA, of EYP Architecture and Engineering and lead designer for the project, calls the AIC, "an entirely new type of academic building." He notes that the building design was driven by the desire to create an environment "for the express purpose of intellectual collaboration."

Features include the Innovation Forum, designed as a unique gathering space for students and faculty to work on projects and to develop design thinking; classrooms with writable glass walls



*J. Terrence "Terry" Murray '89 H, retired Chairman of FleetBoston Financial Corporation and Vice President of the Murray Family Charitable Foundation, and his wife, Suzanne (Young) Murray with their daughter (center) Paula (Murray) McNamara, who is President of the Murray Family Charitable Foundation, outside of the Admission Presentation Room in the Academic Innovation Center. The Murray Family Charitable Foundation Admission Presentation Room has been named in recognition of the foundation's generous philanthropic support of **Expanding the World of Opportunity: The Campaign for Bryant's Bold Future.***



*Bryant Trustee Gordon P. Riblet and Ursula Riblet P '97 with Bryant mascot Tupper*

and white boards for students to capture and express ideas; technology-rich collaboration stations; and abundant space to showcase a diverse collection of inspiring art. Flat and tiered classrooms, team breakout rooms, group study spaces, lounge seating, and a café further enrich the teaching-learning environment.

"The goal of higher education is not to educate students for the past, but to take them into the future," says Machtley. "The Academic Innovation Center is an exclamation point. We're on a trajectory for greatness. This is the point in time in which we will look back on our history and say, 'we made the transition from who we were to who we became.' This was only possible through the generosity of many of our alumni, foundations, and friends of the University. We are eternally indebted to their generosity."



## THE DAVID M. '85 AND TERRY BEIRNE STADIUM COMPLEX

The Beirne Stadium Complex is the hub of preparation and competition for the student-athletes who comprise Bryant's 22 Division I teams and the Bryant Club Sports teams. The complex features the 4,400-seat Bulldog Stadium, which boasts excellent sight lines and maximum comfort for spectators. The facility's spacious locker rooms are equipped with state-of-the-art features and technology.

The award-winning Bulldog Strength & Conditioning Center, also part of the complex, has been recognized as one of the nation's best-designed training facilities for undergraduates. With weight lifting stations, workout sections, a nutrition station and indoor turf sprint area, the Center provides world-class resources students from all sports need to become stronger, faster athletes. Since its opening in August 2015, it has allowed student athletes to train with superior equipment as a team. This training and conditioning

ments at the Bulldog Stadium and construction of the Bulldog Strength & Conditioning Center. Though their leadership gifts total some \$7 million, the Beirnes initially preferred to remain anonymous.

"When Terry and I made our gifts, it was very important for us that our gifts were anonymous," explained Beirne. "But philanthropy is a learned skill and we were persuaded that in order to be an example for others,



*David M. '85 and Terry Beirne at the dedication of The David M. '85 and Terry Beirne Stadium Complex made possible through the couple's leadership philanthropic support.*

"What has been accomplished by President Machtley and the leadership team has been extraordinary," continues Beirne. "We've extended the university internationally into Zhuhai, China. We have effectively transitioned from a college to a university. We've increased the academic disciplines that we offer to our student body. And we've successfully made the transition from Division II to Division I athletics. Where everyone believed we would not be able to field competitive teams, we're winning."

Beirne sees his support for Bryant's student athletes intrinsically tied to the University's compelling vision for the future. "The job that our students are going to have in the future doesn't exist today. So it's the skill

Beirne's engagement with Bryant as an alumnus and trustee, and the support he and Terry provide as exceptionally generous donors, have impacted the lives and careers of countless Bryant students and will continue to make a difference for years to come.

"I believe that our ability to take Bryant from this platform into the future is extraordinary," affirms Beirne. "We have the right academic programs. We have the right athletic facilities, and the right coaches. We will be a national powerhouse, I believe, academically as well as athletically."



*David M. '85 and Terry Beirne are presented with the original drawings of The David M. '85 and Terry Beirne Stadium Complex, including the expansion and improvements at the Bulldog Stadium and construction of the award-winning Bulldog Strength & Conditioning Center.*

has resulted in significantly fewer injuries and better on-field performances.

Leadership philanthropic support from **David Beirne '85** and his wife, **Terry**, funded both the expansion and improve-

sets—leadership, character, the things that we teach in the classroom and on the field of play—that are going to give them the edge as they go out into the working world. "



# EXPANDING THE WORLD OF OPPORTUNITY

THE CAMPAIGN FOR BRYANT'S BOLD FUTURE

## RALPH AND BARBARA PAPITTO: AN ENDURING INFLUENCE ON THE RHODE ISLAND COMMUNITY

**Ralph R. Papitto '47, '87H and Barbara A. (Auger) Papitto '83, '85 MBA, '97H** have used their Bryant degrees to run businesses and organizations that have served to advance and enrich the Rhode Island community for decades. Throughout their careers and ongoing dedication to promoting the public good, both have maintained a connection to Bryant, as well.

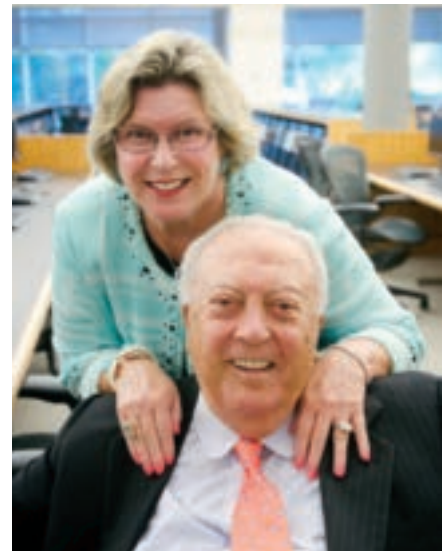
Between them, the Papittos hold five Bryant degrees, along with prestigious honors from several other academic institutions across the region. Since graduating *magna cum laude* with a BS in accounting, Ralph earned the Distinguished Alumnus Award in 1982 and received an Honorary Doctorate in 1987. Barbara served on the University's board of trustees from 1987-96, remains an active honorary trustee, and was presented with her own Honorary Doctorate in 1997.

This long relationship continues with a new highlight, a \$1 million gift from the Papitto Foundation in support of

visible in the launch of Bryant Zhuhai, carrying the Bryant tradition into China."

Ralph is an expert at bringing organizations to the next level, and has several times grown businesses and taken them public. He got off to a fast start after college, with positions at Ernst & Young and Arthur Anderson & Co. With an eye for financial statements and a respectful emulation of established business leaders, Ralph founded Glass-Tile Industries at 29, making hermetic seals for the semi-conductor industry, a particularly well-timed service for a new industry. The company rapidly grew to 300 employees and exercised a public offering. His next venture was Nortek, Inc., which grew to conduct \$1.5 billion in sales, with 14,000 employees across 34 states, going on to become a NYSE-traded company. After retiring from Nortek in 1990, Ralph took over American Flexible Conduit Company, renamed it AFC Cable Systems and made it his third successful publicly traded business. AFC found its success by creating an effective product and promoting

is dedicated to helping children in grades 4-8 improve classroom performance and reading proficiency. It is particularly effective in reaching those with a drive and appreciation for academic success.



Ralph R. Papitto '47, '87H and  
Barbara A. (Auger) Papitto '83, '85 MBA, '97H

**"BARBARA AND I ARE PLEASED TO HELP  
PROPEL BRYANT FORWARD AT THIS EXCITING TIME  
IN THE SCHOOL'S HISTORY.  
WE ARE ENTHUSIASTIC ABOUT THE LEADERSHIP AND  
MOMENTUM OF THE UNIVERSITY."**

**RALPH R. PAPITTO '47, '87H**

### *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future.*

"Barbara and I are pleased to help propel Bryant forward at this exciting time in the school's history," says Ralph. "We are enthusiastic about the leadership and momentum at the University, and we desire to play an active role in taking Bryant to the next level. The Campaign has already made great progress, especially

multiple uses for it. The company is still doing business from its base in New Bedford, MA, and several plants across the U.S.

As much as Ralph has enjoyed professional success, the Papittos wanted to do something more. Both Barbara and Ralph have put their business acumen to work with a community-focused nonprofit called Read to Succeed. The organization

Read to Succeed has an immediate payoff in elevating literacy levels in public schools, combined with the long-term benefit of helping students attend college. The program requires participants to read six books per year and demonstrate comprehension through a basic review exam. Successful students are awarded a certificate of completion and a \$1,000 fund invested with Wall Street firm Alliance Bernstein. The assets can be withdrawn when the students attend college. The Papitto Foundation covers all of the costs, making the program completely free for participating families.

"It is simple, powerful, and clearly the right thing to do for families who believe that education is still the key to the American dream," says Barbara.

## Scholarships to Compete for the Best Students

### SCHOLARSHIP GIFT HONORS BELOVED WIFE, LOYAL BRYANT ALUMNA

With the guidance of Ralph as chair and Barbara as trustee, the Papitto Foundation maintains a broad aid portfolio for community-focused initiatives. Past contributions have gone to Miriam Hospital and St. Mary Academy—Bay View, among others. Barbara also maintains an active volunteer leadership profile with organizations such as Refocus, Inc.; Gabriel's Call; the Diocese of Providence; and Holy Apostles Catholic Church.

"Ralph and Barbara have contributed to Bryant and the Rhode Island community in so many ways," says President Machtley. "Their dedication to education, starting at a young age and continuing through the college years, sets an inspiring example. I am grateful for the impact they have had on the Campaign."

In recognition of service to the state, Ralph was inducted into the Rhode Island Heritage Hall of Fame in 2016, the highest civic honor for Rhode Island residents. His professional career, his work through the Papitto Foundation, and his long commitment to higher education made his candidacy undeniable. In the words of the organization, this accolade is for those who have "made significant contributions to their community, state, and/or nation." In the arenas of business and philanthropy, efforts in the Papitto name have certainly played a role in shaping state history for more than half a century.

"It was an honor to be recognized by the Rhode Island Heritage Foundation for my philanthropic work," says Ralph. "And I'm very glad to continue that work by supporting Bryant and its mission during the capital campaign."

On the foundation of a Bryant education, the Papittos have demonstrated remarkable longevity, remaining lifelong fixtures in Rhode Island's business landscape with a significant presence in the state's nonprofit community.

When Dr. Melvin Hershkowitz talks about his late wife, **Leslie (Kirker) Hershkowitz '44**, his love for her animates every word. He fondly calls theirs a "geriatric marriage" that took place after two years of courtship when he was 61 years of age and she was 60. "My dear wife, Leslie, was a lovely, wonderful woman who endured a lot of adversity in her early life. We enjoyed 20 very happy years together," recalls Hershkowitz.

Following Leslie's death in 2013 after a prolonged battle with Alzheimer's disease, Hershkowitz contemplated how he might honor his beloved wife's memory. When introduced to the opportunity to create a memorial scholarship in support of *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*, he knew this would be a meaningful and tangible way to demonstrate his wife's commitment to Bryant. Increasing access to a Bryant education through student scholarships is one of the pillars of the campaign.

The Leslie Kirker Hershkowitz '44 Memorial Scholarship was funded by Hershkowitz with a \$110,000 stock transfer. The gift supports the creation of an endowed scholarship and two immediate annual scholarships. Students with demonstrated need from Rhode Island or Massachusetts who are majoring in communication will benefit from the scholarship.

A talented writer, Leslie graduated from Bryant in an accelerated wartime curriculum. Following graduation, she



Leslie (Kirker) Hershkowitz '44 with William E. Trueheart, who served as Bryant's President from 1989-1996

worked at Brown University, eventually relocating to Washington, D.C. to work for *Education Week*. She met and married Hershkowitz there and they returned to Rhode Island following their retirements. Leslie maintained close ties to Bryant, serving as co-chair for her 50th class reunion and for several years after.

Leslie and her husband attended many Loyal Guard luncheons after she was inducted into the alumni group at her 50th Reunion. "Leslie was a loyal alumna who was devoted to Bryant," notes Hershkowitz. "We attended many reunions together and I got to know Bryant quite well. This scholarship preserves her memory."

***Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*** is the largest fundraising effort in Bryant's history. The \$75 million campaign will generate the resources the University needs to achieve the transformative goals of Bryant's Vision 20/20 strategic plan and rise to new levels of excellence and national prominence.

Bryant's accomplished faculty's experience as practitioners, researchers, and thought-leaders in their fields enhances classroom learning.

**ASSOCIATE DEAN  
OF THE COLLEGE OF  
BUSINESS NAMED**

**Anthony Wheeler, Ph.D., S.P.H.R.**, has been named associate dean of the College of Business, an appointment that underscores the University's commitment to its leadership role in academic innovation.

"Today's students graduate into a world where strategic innovation is a prerequisite for success, and Tony Wheeler is a leader in creating innovative graduates," said Bryant Uni-



*Anthony Wheeler,  
Ph.D.*

versity Provost and Chief Academic Officer Glenn Sulmasy, J.D., L.L.M.

"Tony's appointment as associate dean of the College of Business positions the University with deep expertise in the development and delivery of groundbreaking graduate business programs," noted Dean of the College of Business Madan Annavarjula, Ph.D.

Wheeler brings a strong track record of designing and implementing innovative, interdisciplinary, and entrepreneurial graduate programs that propel strategic goals. He previously served as Spachman Professor of Human Resource Management at the University

of Rhode Island's College of Business Administration, and as director of the full-time Strategic Innovation M.B.A. program at URI.

A prolific researcher recognized for conducting high-impact research that is widely acclaimed in the field of management, he is also the recipient of numerous awards for teaching excellence.

"The University is poised for growth and continued success, and I am excited to be joining Bryant's visionary academic leadership team as associate dean of the College of Business," Wheeler said.

**BOGGIO SERVES AS  
DELEGATE AT  
UNITED NATIONS**

Associate Professor of Legal Studies **Andrea Boggio, J.S.D.** served as an adviser to the Italian government in a United Nations special session on

drugs. Boggio, a dual citizen of Italy and the United States, was asked to participate as an expert in health law.

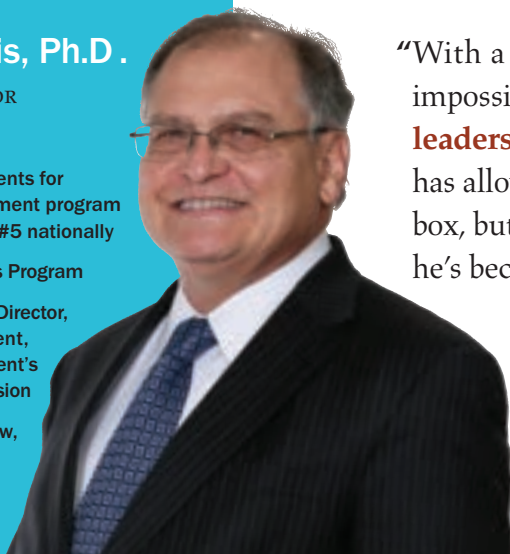
The UN Special Session was convened to reform treaties and strategies to tackle the world drug problem.

"The experience made me realize how imperfect yet valuable the UN is," Boggio says. "Although the session did not deliver tangible policy improvements, seeing the international legal community and diplomacy at work is fascinating. Sitting at the table of a member state in the majestic UN General Assembly Hall, surrounded by heads of state, ministers and diplomatic representatives from hundreds of other member states alerted me of the intensity to which nations work with each other to resolve issues and identify ways to share the planet peacefully."

**James Segovis, Ph.D.**

ASSOCIATE PROFESSOR  
OF MANAGEMENT

- Educating Bryant students for 24 years in a Management program  
College Factual ranks #5 nationally
- Director, Bryant Honors Program
- Former Senior Deputy Director, Training & Development, U.S. Treasury Department's Office of Thrift Supervision
- Founding Faculty Fellow, Hassenfeld Institute for Public Leadership's Office of Education



"With a passion for strategic thinking that is impossible to resist, **Professor Segovis inspires leaders**. His continued mentoring after graduation has allowed me to not only succeed outside the box, but thrive there. He is more than a professor; he's become a lifelong colleague."

DAVID HEMENDINGER '09 MBA  
CIO/CSO  
HOPEHEALTH RI

**Bryant University**

**BRYANT DELIVERS INSPIRATIONAL MENTORSHIP | [www.bryant.edu](http://www.bryant.edu)**



## ENOS SHARES EXPERTISE AT CORNELL UNIVERSITY

Associate Professor of Sociology **Sandra Enos, Ph.D.** presented two keynote addresses this spring connected to her work with service-learning and social entrepreneurship, at Cornell University.



Sandra Enos, Ph.D.

Enos's first presentation titled *Imagine. Engage. Reflect. Repeat: Lessons from Service-Learning* was centered on her breadth of experience during 40 years of civic engagement work. In 1971, she "was dispatched to southeastern Alabama for a year of service to serve in the AmeriCorps. She spent her early career in child welfare and corrections and then worked with Campus Compact's national office before finally settling into her current position as a faculty member.

Enos's second presentation at Cornell was titled *Organizing for Engagement: Pedagogies for Social Impact*. It focused on changing campus culture, framing language and thinking broadly about how to teach students about social impact.

The sessions were part of a series conducted by Cornell which explore opportunities in local community partnerships, how to strengthen communities through storytelling, how to use analytics to enhance community-engaged teaching, and innovative methods to teach students about social impact.

"This work advocates providing students with experience

they need to participate in a complex society by exposing them in coursework and experiences to a variety of approaches to social change and making a positive impact," Enos says.

In 2014, Enos was honored as one of Rhode Island's most "distinguished" women. Enos was featured in an exhibit at the University of Rhode Island's Feinstein Providence campus that showcased more than 100 women who have made an impact in their communities.

## DEAN PUBLISHES BOOK FOCUSED ON WOMEN'S LITERARY ACTIVISM

Professor and Chair of English and Cultural Studies **Janet Dean, Ph.D.** published a new book in August that focuses on 19th century women's literary activism supporting Native American rights.

*Unconventional Politics* explores Native and non-Native women

writers who protested U.S. government actions that threatened indigenous people's existence. Dean focuses on four authors, Sarah Wakefield, Lydia Huntley Sigourney, S. Alice Callahan of Muscogee and Creek decent, and Ora V. Eddleman of Cherokee heritage, who fought for a politics of dissent. Intervening in current debates in feminist and Native American literary criticism, Dean shows how these women advocated for Native Americans by both politicizing conventional literature and employing literary skill to respond to national policy.

Dean writes about and teaches American literature, literary and social protest, women writers, and Native American Studies. Her essays and reviews have appeared in a number of journals and edited collections, including *Studies in American Indian Literature* and the *Iowa Journal of Cultural Studies*.



*Unconventional Politics by Janet Dean, Ph.D., Professor and Chair of English and Cultural Studies, explores Native and non-Native women writers who protested U.S. government actions that threatened indigenous people's existence.*

## PRESTIGIOUS COLLEGE LEADERSHIP FORUM

As a delegate to the New York Times Higher Ed Leaders Forum **Glenn M. Sulmasy, J.D., LL.M.**, Provost and Chief Academic Officer, joined some of the most influential leaders in higher education—presidents, provosts, chancellors and other leaders of colleges and universities—to address the most urgent issues on today's campuses.

At the iconic New York Times building in Times Square, the group discussed diversity on campus, the digital future of education and how to advise students to thrive in today's economy.

## DIETRICH HONORED FOR GLOBAL STUDIES WORK

Professor and Chair of History and Social Sciences **John**

**Dietrich, Ph.D.**, was honored with the first Global Studies Scholar Award, for his dedication and achievement in establishing the University's Global



John Dietrich, Ph.D.

Studies program. The award will be given each year to a person who has demonstrated outstanding scholarship, creative activity, and other professional contributions to the Bryant University Global Studies program.

Dietrich's research and teaching focus on U.S. foreign policy, international relations, and human rights. He has published numerous articles and a book on George W. Bush's foreign policy.

**SPOTLIGHT ON FACULTY  
(CONTINUED)**

**JIANG RECEIVES  
INTERNATIONAL  
RECOGNITION**

A research paper written by Associate Professor of Management **Crystal Jiang, Ph.D.** was voted Best Paper at the Academy of Management and the Academy of International Business conference. "Effects of cultural ethnic-

the *Journal of Management*; *Journal of International Business Studies*; *Journal of International Management*; *Journal of World Business*; and *Asia Pacific Journal of Management* Handbook of International Business, and Thunderbird International Business Review.

Jiang focuses her research on firms originating from emerging economies in knowledge management, cross-culture management, and innovation strategy.



*Crystal Jiang, Ph.D. was honored by the Academy of International Business for her research.*

ity, firm size, and firm age on senior executives' trust in their overseas business partners," was also rated as the most influential in the world by the Academy of International Business, the leading association of scholars and specialists in the field of international business.

"After five years of revision and two years of field interviews with CEOs in China, I am happy to see how this article is going to contribute to academia and offer practical meaning to companies," says Jiang.

She has been published in elite journals in her field including

**BRYANT FACULTY  
FEATURED IN THE MEDIA**

Associate Dean of the College of Business **Anthony Wheeler, Ph.D.**, was quoted in the *Providence Business News* on June 17 discussing how companies use online information to learn about potential hires.

"Google, Facebook, Amazon and others create profiles based on web searches—what stories you read and what updates you have on Facebook. Others, I would say, are probably engaging in some other sort of analytics to better understand how to construct jobs and retain employees."

Professor of Finance **David Louton, Ph.D.** was featured in *Forbes* on June 25 giving commentary on an article which focuses on an investment guide for the second half of 2016.

"The most important thing for individual investors to understand about the stock market is that we are in an economic recovery that has been engineered and maintained entirely through the Fed's exercise of monetary policy," he says. "My recommendation is to bank on the consumer. I suggest keeping it simple and going with the Consumer Discretionary SPDR Fund (XLY). This provides exposure to a diversified portfolio of stocks that will benefit from any increase in consumer discretionary spending."

In the wake of the mass shooting in Orlando, Professor of History and Social Sciences **Gregg Carter, Ph.D.** appeared on BBC's "World Tonight" and the Canadian news program "National Post" to share how tragedy could tie into the politics of gun control.

"Compared to virtually all of its peer nations...the United States sticks out like a sore thumb with regard to the laxness of its gun laws and with the complete trauma that comes from this laxness," he says.

Professor of Science and Technology **Gaytha Langlois, Ph.D.**, was featured in a WJAR-TV story about an Ohio sheriff's office seeking assistance identifying a female homicide victim who may have been from New England. Jane Doe, also known as the "Buckskin Girl," was found in a ditch near Troy, Ohio on April 24, 1981. A coroner determined she had died from strangulation.

Investigators believe that pollen native to New England may offer a clue to solving the mystery. Langlois, a microbiologist, noted that "The different kinds of pollen are quite distinct."

In an article written for *Forbes*. com on April 26 headlined "Staying Competitive Requires Adaptability," Jeff Boss, a former Navy SEAL, motivational speaker and executive coach who recently spoke at Bryant, notes that Associate Professor of Marketing **Stefanie Boyer, Ph.D.** "utilizes improv training to teach sales students how to manage the unexpected during their Northeast Intercollegiate Sales Competition."

Boyer brings in improv comedian Melissa Bowler to sales classes to help teach students how to feel more confident in handling situations where they must think on their feet. Boyer and Bowler won the National Conference in Sales Management, University Sales Center Alliance: Best Practices in Teaching in 2014.

Associate Professor of Marketing and Supply Chain Management **Michael Gravier, Ph.D.** wrote an article titled "The Case For Digital



*Michael Gravier, Ph.D.*

Transformation in the Supply Chain," in *Supply Chain World*, an international quarterly publication

covering best practices in supply chain management, on May 2. It has a readership of more than one million people.

In the article Gravier offers five principles to keep in mind for fostering a healthy supply chain.

"Supply chain leaders must take advantage of the opportunities that come with digital transformation in order to stay competitive in today's global market," he writes. "Digitization does not mean applying the latest technologies, it means aligning digital initiatives with supply chain goals."

Gravier was also published in a *Supply Chain Management Review* article on June 20 titled "The Fourth Industrial Revolution: Why the Cost Tradeoff Mentality Will Change Supply Chain Management Review."

Gravier writes that "in order for supply chain managers to succeed in the Fourth Industrial Revolution they will need to shift the focus from cost tradeoffs between centralized assets such as inventory and production capacity and move it to applying individual resources to individual customers, and to do it in collaboration with other locally

available suppliers in order to exactly match customer needs."

A blog post from Trustee Professor of Management **Michael Roberto, D.B.A.** was featured in *The Globe and Mail* May 19 article headlined "Myths about millennials in the workplace." In Roberto's blog post, "Keeping Millennials Engaged at Work," he says that students "need to be challenged—stretched intellectually—while providing them excellent learning and development opportunities."

Roberto was also featured in *The Globe and Mail* May 5 in the article "Meetings, meetings, meetings ... and how to improve them."

In the article, Roberto says that he knows of one company that "uses interaction software to allow anonymous questions—and also permits those in the audience to 'like' a question, signalling what's top of mind for everyone."



Peter Nigro, Ph.D. spoke about low interest rates in *U.S. News & World Report*.

#### **NIGRO FEATURED IN U.S. NEWS AND WORLD REPORT**

Sarkisian Chair in Financial Services and Professor of Finance **Peter Nigro, Ph.D.**, was quoted in *U.S. News & World Report* article headlined "Are Markets Hooked on Low Rates?" Discussing what will happen if interest rates return to normal levels after historic highs in recent years, Nigro says: "Markets will simply go into rate

withdrawal in much the same way that an addict may struggle to adjust to the sober life after going off the sauce."

If rates swung higher, he says it "could really hammer equities—especially high-yielding dividend stocks. This is uncharted territory and could lead to problems if the (Federal Reserve) increases rates sooner than current expectations."

### **Lori Coakley, Ph.D., M.B.A.**

PROFESSOR OF MANAGEMENT

- Educating Bryant students for more than 20 years in a Management program College Factual ranks #5
- Founding Faculty Fellow, Hassenfeld Institute for Public Leadership
- Created Bryant's Women in Leadership professional development course
- Leadership and strategic management consultant



"Working with Dr. Coakley as a graduate student and graduate assistant set me on a path to **achieve more than I ever imagined**. This valued teacher and mentor's expertise in leadership and strategic management helped guide me through my Bryant years and beyond."

**DANIEL SHORR '03 MBA**  
MANAGING DIRECTOR  
SMS FINANCIAL, LLC

**Bryant University**

**BRYANT DELIVERS INSPIRATIONAL FACULTY | [www.bryant.edu](http://www.bryant.edu)**



From innovative academic and professional programs to an array of cultural activities, Bryant offers purposefully designed programs that enrich the University community—and beyond—while creating a vibrant campus environment.

## Bryant rises to No. 9 in *U.S. News* rankings

Bryant University broke into the top 10 in *U.S. News & World Report* 2017 Best College rankings released in September. In the Regional Universities North category, Bryant rose to No. 9 from No. 11 last year. Bryant has jumped 15 points since its classification as a Masters North university in 2003.

**TOP  
RANKED**



“At Bryant, we look forward to the University’s bright future. Years of planning and hard work by our dedicated faculty and staff have positioned us for this moment when our strategic innovations have reached critical mass,” said Bryant University President Ronald K. Machtley.

Bryant also jumped five spots to No. 44 in the 2016 *Bloomberg Businessweek* Undergraduate Business School rankings. A new

methodology included a student survey in which Bryant undergraduates ranked the University 25th out of the total 114 schools polled. The survey focused on the campus, career services, and faculty and administrators. Bryant also ranked in the Top 50 in the country for the percentage of undergraduates who complete an internship.

“Our advance in this latest ranking attests to the entire Bryant community’s hard work and dedication to excellence,” said Bryant President Ronald K. Machtley. “Our academic leadership team and faculty, in particular, are to be commended for their deep commitment to continuous improvement.”



In addition, College Factual/*USA Today* recently ranked Bryant’s Finance/Financial Planning program at No. 11 and its Global Studies program at No. 12 in the country. Within the Finance/Financial Management category, College Factual ranked Bryant among the Top 1%: Most Focused, Top 5%: Top Ranked, Top 10%: Highest Paid Graduates, and Top 10%: Most Popular.



## AWARDS FOR CHAFEE CENTER AND ITS DIRECTOR

The John H. Chafee Center for International Business at Bryant University was recognized with the President’s “E” Star Award for Export Service, the highest recognition any U.S. entity can receive for making a significant contribution to the expansion of U.S. exports. U.S. Secretary of Commerce Penny Pritzker presented the award to Chafee Center Director **Raymond Fogarty ’79, P ’14**, at a ceremony in Washington, D.C.

“The Chafee Center has demonstrated a sustained commitment to export expansion. The ‘E’ Awards Committee was very impressed with the Chafee Center’s dedication to helping businesses understand the export process and enter new international markets,” said Secretary Pritzker in her congratulatory letter announcing the Chafee Center’s selection. “The organization’s creative use of student skills to support market research was also particularly notable.”

## Fogarty wins lifetime achievement award

**Ray Fogarty ’79, P ’14**, Chafee Center director, received the NASBITE International John Otis Lifetime Achievement Award, the highest honor presented by the educational and professional organization. The award recognizes a lifetime of achievement in international trade education or training by those who have distinguished themselves through leadership or service nationally or internationally.

Fogarty has dedicated himself to international trade for more than 30 years.

## PWC ACCOUNTING CAREERS LEADERSHIP INSTITUTE

The PricewaterhouseCoopers Accounting Careers Leadership Institute is a week-long, hands-on opportunity for Latino/a and African American or Black rising high school seniors to learn more about the accounting profession and the key role accountants play in society. Throughout the program, students work directly with Bryant University faculty, staff, and students, as well as professionals from PricewaterhouseCoopers (PwC).

Program participants immerse themselves in a stimulating educational environment, living on Bryant’s campus for a week and learning by interacting with accounting professionals.

Students accepted into the program not only learn about their potential in the accounting profession but also begin to appreciate the unique skills and contributions of all people within an organization.

Participants can:

- Take part in leadership, teamwork, and problem-solving exercises with Bryant faculty, staff, and PwC accounting professionals.
- Spend a day at PwC offices in Boston and talk with professionals who perform a surprising variety of functions in the field of accounting.
- Experience college life by living in a residence hall on the Bryant campus.

To apply, students must be college-bound juniors with a GPA of 3.0 or higher. Students must have also completed Algebra II by the end of the junior year.

The program is free for accepted students. For information, contact the Office of Admission.

## HUNDREDS ATTEND WORLD TRADE DAY

Bryant's 31st Annual World Trade Day: "Global Trends Impacting Local Decisions," featured prominent keynote speakers,



World Trade Day panelist Rhode Island Gov. **Gina M. Raimondo '12H** discusses "Global Trends to Build, Innovate, and Attract."

breakout sessions, and a regional business expo. Attended by 540 business and campus leaders, topics ranged from technology in manufacturing to the challenges of managing a global workforce.

Keynote speakers were:

**Brett Bruen**, the Global Situation Room®; **Darrell West**, Brookings Institution; **Anika Khan**, Wells Fargo; **Frank Days**, Tesora; and **Scott Aughenbaugh**, Center for Strategic International Studies.

Bruen, a former U.S. diplomat and director of global engagement at the White House, recommended to business leaders that they consider expanding in countries that have more established economies, citing Paraguay, Colombia, Mexico, and Chile. He called Africa the next frontier.

A luncheon panel discussion, "Global Trends to Build, Innovate, and Attract," featured Rhode Island Governor **Gina M. Raimondo '12H**; Bryant President **Ronald K. Machtley**;

**John Hazen White, Jr.**, Chairman and CEO, Taco Group; and **Navyn Salem '13H**, CEO and Founder, Edesia Nutrition.

## ARTICULATION AGREEMENT SET WITH WESTERN NEW ENGLAND UNIVERSITY'S COLLEGE OF PHARMACY

The College of Arts and Sciences has signed an articulation agreement with the Western New England University College of Pharmacy. The agreement provides Bryant students with enhanced opportunities to pursue advanced studies in the Doctor of Pharmacy program.

The College of Pharmacy offers two dual-degree programs that are the perfect fit for Bryant Arts and Sciences graduates—all of whom complete a business minor. The Doctor of Pharmacy/MBA and the Doctor of Pharmacy Master of Science in Organizational Leadership are presented in collaboration with Western New England (WNE) University's College of Business, which, that university notes, "offers a powerful combination of pharmacy and business for those interested in the practice of pharmacy in a business or managerial environment."

Graduates of Western New England University's combined degree programs will receive two separate degrees, one in business and one in pharmacy.

"This strategic partnership with Western New England University's College of Pharmacy will give Bryant Arts and Sciences greater access to rewarding careers in a burgeoning field," says Bryant's Dean of the College of Arts and Sciences **Wendy Samter, Ph.D.**

## GUEST SPEAKERS AT THE TOP OF THEIR GAME

A diverse group of speakers shared their career expertise and experiences throughout the spring semester. They also revealed how they achieved success, while providing invaluable networking opportunities for students and development opportunities for faculty.

**Michael Amico MBA '82**, vice president of wealth management for The Rochester Group, a UBS Financial Services team, addressed the Bryant Finance Association.

members of Bryant Ventures, a campus organization for aspiring entrepreneurs.

**Julie Schell, Ph.D.**, the director of OnRamps and Strategic Initiatives at The University of Texas at Austin's Office of Strategy and Policy, led a workshop for faculty.

**George Spino '79 MBA**, senior managing principal and co-founding partner of Financial Benefit Services Corporation, addressed students in the Bryant Finance Association.



In his Commencement speech to the Class of 2016, Clayton M. Christensen, D.B.A., highlighted the importance of character in today's society, noting that people are measured every day by "helping people become better." During the ceremony, President Ronald K. Machtley presented Christensen, who is widely regarded as the world's foremost authority on innovation, with an honorary degree.

**Jeff Boss**, author, motivational speaker, and leadership coach, offered insights for success. Boss spent 13 years as a Navy SEAL, earning two Bronze Stars, two Purple Hearts, and other honors.

**Jim Brady '81**, chief operating officer at Grant Thornton LLP, spoke to International Business students.

**Jeffrey Lake '88**, who oversees capital safety at 3M, spoke to

**Guillermo Quijano**, director of the Bank of Panama and director of Panamanian Projects, spoke to International Business and Global Supply Chain Management students.

SPOTLIGHT ON CAMPUS  
(CONTINUED)

ENGAGED IN  
THE 2016 ELECTION

Bryant offered a series of programs and learning opportunities this spring to deepen the engagement of the campus community in the historic process of selecting a president.

- **Scott Bates**, national security expert and president of the Center for National Policy;
- **Leslie Marshall**, host of the nationally syndicated radio talk show *The Leslie Marshall Show*;
- **Col. Robert Simmons**, former Congressman (R-CT), now serving as First Selectman in Stonington, CT.



Among a number of events highlighting the historic process of selecting a U.S. President, Bryant students participate in a town hall-style event featuring Ohio Governor John Kasich, who was seeking the Republican nomination for president.

More than 20 Bryant students—all Political Science majors, concentrators, or minors—mingled with some of the biggest names in politics at the New Hampshire Primary Student Convention.

A high-profile panel fielded questions in a lively discussion that centered on the question: “Will American Democracy Survive the 2016 Election?” Moderated by **Lee Elci**, host of talk radio’s *The Lee Elci Show* on CBS News (CT), the panel included:

- **John LeBoutillier**, former Congressman (R-NY) and co-host of *Political Insiders*;

Ohio Governor and presidential hopeful **John Kasich** held a town hall-style event on campus in advance of Rhode Island’s primary.

Associate Professor of Political Science **Rich Holtzman, Ph.D.**, led a discussion, the “Road to Election,” followed by a viewing party as Super Tuesday presidential primary results came in on March 1.

Associate Professor of English and Cultural Studies **Amber Day, Ph.D.**, pulled back the curtain on media coverage during a student and faculty roundtable on the political conversation.

PROVOST SULMASY  
TAKES PART IN METROPOLIS  
THINK TANK SERIES

Leaders from Bryant University, Massachusetts College of Art and Design, Harvard, and Massachusetts Institute of Technology—all clients of EYP, an award-winning Boston architecture and engineering firm—gathered in July to take part in the Metropolis Think Tank series. Their conversation focused on the process of creating educational spaces that encourage immersive and hands-on learning—referred to as “makerspaces.” Led by *Metropolis* publisher and editor-in-chief **Susan S. Szenasy**, the panel also included EYP Laboratory Planner Toni Loiacano, AIA, NCARB, LEED AP BD+C.

Bryant Provost and Chief Academic Officer **Glenn Sulmasy, J.D., LL.M.**, told *Metropolis*:

“What’s going on right now [at Bryant] is transformational. We’re answering the call of 21st-century education. Students and their parents are all asking for the maker-type environment. The new generation of students has a desire to work together. All of this is substantially different from the traditional classroom, where a professor stood and presented before a class of 45, 200, 400.”

In the *Metropolis* story, Szenasy describes the Think Tank Series as “conversations on the seismic cultural shifts reshaping our society and the importance of injecting a new humanism into design and architecture in order to better deal with emerging challenges.”



Provost Glenn Sulmasy, J.D., LL.M.

THE CHRONICLE OF HIGHER  
EDUCATION HIGHLIGHTS  
PRESIDENT MACHTLEY’S  
20-YEAR TENURE

A story in *The Chronicle of Education* titled, “Longevity and Risk,” said that President Machtley’s two decades at Bryant’s helm are notable not only because the average tenure of a college leader is seven years but also because his journey to academia was not typical.

He served as a U.S. Congressman (R-RI) from 1989-1999 and was a member of the House Armed Services Committee. Prior to that, Machtley was a practicing lawyer. He served on active duty in the U.S. Navy, retiring as a captain from the U.S. Naval Reserves. He also co-authored *The Telecommunications Act Handbook*.

Under his leadership, Bryant:

- Transformed from a college to a university with an AACSB-accredited College of Business that is recognized worldwide, a College of Arts and Sciences, and a new school of Health Sciences;
- Established itself as a leader in international education;
- Enhanced its academic reputation and ascended in national rankings;
- Garnered national recognition for innovative models of teaching and learning;
- Added nearly 450,000 square feet of new facilities, including a branch campus in Zhuhai, China;
- Transitioned to NCAA Division I.

Earlier this year, the Bryant University Board of Trustees voted unanimously to extend the



contract of President Machtley, who has served as president since 1996, through 2020.

President Machtley told *The Chronicle* that he credits the length of his presidency to his wife, Kati, who, he says, "is as much a part of the university" as he is. He also attributes their longevity to the connection they have with Bryant students.

### **BRYANT HOSTS CHINESE LANGUAGE PROGRAM**

For the 10th consecutive summer, Bryant's U.S.-China Institute held the STARTALK Chinese Language and Culture Program for middle school and high school students. At the conclusion of the two-week program, students had the option of traveling to China to interact with peers and immerse themselves in the country's history and culture.

Since its inception at Bryant in 2007, more than 420 students have learned Chinese through the STARTALK program. The Institute also offers the STARTALK Chinese Language Teacher Program, which equips teachers with the skills and strategies to teach Chinese.

The U.S.-China Institute was awarded a National Security Agency grant to conduct the STARTALK programs through a government initiative to improve and expand the teaching and learning of strategically important world languages not widely taught in the United States.



*Kati Machtley, Director of the Women's Summit®*

### **KATI MACHTLEY RECOGNIZED BY SMITHFIELD SCHOOL DISTRICT**

Kati Machtley, co-founder and director of the Women's Summit®, was recently honored by Smithfield school leaders with the 2016 Partnership Award. The annual honor is given to a community partner who has made a difference in the Smithfield school district.

In March, Mrs. Machtley, whose husband is Bryant President Ronald K. Machtley, directed the 19th Annual Women's Summit that featured inspiring keynote speakers and workshop sessions on business, communication, financial empowerment, and more, as well as a slate of inspiring keynote speakers.

The Summit sells out every year, but Machtley provides complimentary tickets for 10 Smithfield high school students and three staff members. Among this year's keynote speakers was Boston Marathon bombing survivor **Heather Abbott**. Struck by shrapnel, Abbott went on to start the Heather Abbott Foundation to help provide customized prostheses to amputees. She is also a certified Peer Counselor for the American Amputee Coalition.

"It is so important to give young people the opportunity to learn and be inspired to reach their potential," says Machtley. "The accomplished women who speak and present at the Women's Summit demonstrate that success is achievable and adversity can make you strong."

Machtley also cites the importance of role models in the lives of students.

quality of education. Improving teacher training and professional development was ranked as very important by 72.5 percent, while expanding programs for under-achieving students also ranked as very important at 67.7 percent.

A majority—52.4 percent—favored a constitutional amendment to make higher education a right, even though there could be added costs.

Asked about the direction of the state, nearly 50 percent said



*The Hassenfeld Institute for Public Leadership continues to inform decision-makers about voters' opinions on critical public policy issues thanks to generous support from the Hassenfeld Family Initiatives and Alan G. Hassenfeld, '85H, a former Bryant Trustee and chairman of the Executive Committee of Hasbro Inc. Hassenfeld (center), is pictured with President Ronald K. Machtley and Institute Founding Director Gary Sasse.*

### **HASSENFELD POLL SHINES SPOTLIGHT ON STATE'S EDUCATION ISSUES**

A public opinion poll focused on education in Rhode Island revealed that 62 percent of those surveyed give a "B" or "C" grade to the public school system, while 7.2 percent give it an "A."

Two-thirds said there is too much emphasis on standardized testing in public schools.

Voters were also asked to rate several ideas to improve the

Rhode Island is going in the wrong direction.

The poll, conducted for Bryant's Hassenfeld Institute for Public Leadership, is the fifth public quarterly survey the Institute has published since 2014.

"The objective of the polls is to inform decision-makers in the state about the opinions of voting citizens on critical public policy issues," says **Gary Sasse**, founding director of the Hassenfeld Institute.

The spring season was highlighted by a commissioner's cup, record wins, athletic and academic honors, and an esteemed class of Hall of Fame inductees. Fall features Bulldog football and basketball on the national stage.

#### **BASEBALL SETS PROGRAM RECORD FOR WINS**

Bryant baseball won a program record 47 games en route to posting the highest winning percentage and most wins in the country. In securing a spot in the NCAA tournament for the third time in four years, the Bulldogs

one of the best offensive seasons in program history, was selected in the seventh round, 213th overall, by the Minnesota Twins in the Major League Baseball Amateur Draft. The highest drafted position player in school history, he hit .366 with 13 doubles, 11 home runs, 52 RBI and



*The Bulldogs captured their fifth consecutive regular season NEC Baseball Championship and won the conference tournament for the third time in four years.*

became the first Northeast Conference team to earn a No. 2 seed. They also captured their fifth consecutive regular season NEC championship and won the conference tournament for the third time in four years.

The historic season was capped with head coach Steve Owens being named Coach of the Year by the NEC and the Eastern Collegiate Athletic Conference. He was also named New England Coach of the Year.

The team was led by outfielder **Matt Albanese '17** (East Haddam, CT), who, after putting together

56 runs scored despite missing the final 10 games of the year with an injury.

**Brandon Bingel '17** (Peabody, MA), who was second on the Bulldogs with nine wins and fourth on the team with 40 RBI, was drafted in the 22nd round by the Pittsburgh Pirates. First baseman **Robby Rinn '16** (Warwick, RI), the NEC and New England Player of the Year, was drafted in the 25th round by the Kansas City Royals.

#### **FOOTBALL AND MEN'S BASKETBALL TO PERFORM ON NATIONAL STAGE**

Football's Reunion @ Home-coming Weekend matchup on Saturday, Sept. 24, with NEC rival Central Connecticut State University was broadcast on ESPN3 as part of the NEC's "#NECFB on ESPN3" television package. The Bulldogs' season-ending contest on Saturday, Nov. 19, against Sacred Heart was also broadcast on ESPN3.

A year after opening the season at defending national champion Duke, men's basketball will start the season at Notre Dame, which advanced to the Elite Eight in this year's NCAA tournament. The contest is part of the Legends Classic, an early-season tournament that features some of the top teams in the country.

#### **TENNIS SQUADS DOMINATE NEC**

Men's tennis captured their third straight NEC championship, and women's tennis posted an undefeated regular season record in conference play. In honor of the teams' continued success, Ron Gendron, leader of the men's squad, was named the conference's Coach of the Year for the fourth year in a row, and Barbara Cilli, head of the women's team, was named NEC Coach of the Year for the second consecutive year.

The men's squad, which advanced to the NCAA tournament for the third time, was led by **Max Vogt '16** (Fair Oaks, CA), the 2015-16 NEC Student-Athlete of the Year. Women's tennis joined Bryant's men's lacrosse team in being named 2015-16 NEC Team Sportsman-ship Award winners.

#### **FORMER SOCCER, GOLF STANDOUTS STAR AS PROFESSIONALS**

Golfer **Jason Thresher '10** captured his first major professional title, winning the 107th Massachusetts Open Championship after a three-hole aggregate playoff. He joined a selected group headlined by golf legend Byron Nelson to win the title at the Worcester Country Club.

"This is the next big step for me," said Thresher. "This means a lot."

On the pitch, former men's soccer star **Brett Larocque '16** is continuing his career for Sandvikens IF of Sweden's Division II. In his debut, the Ottawa, Ontario, native displayed the character of success he developed at Bryant, deferring his penalty kick opportunity to a teammate sitting on a possible hat trick.

#### **WOMEN'S LAX WINS THIRD STRAIGHT CONFERENCE TITLE**

The women's lacrosse team compiled a 13-5 record, posting double digit victories for the fourth consecutive year and captured its third-straight regular season title. In recognition of the squad's continued dominance, head coach Jill Batcheller was named NEC Coach of the Year for the third year in a row.

The team was led by attacker **Nicole Britton '16** (Monmouth Beach, NJ), the NEC Offensive Player of the Year, defender **Molly Martin '17** (Island Park, NY), the NEC Defensive Player of the Year, and midfielder **Jess DeMeo '19** (Mount Sinai, NY), the NEC Rookie of the Year.

## MEN'S LAX GOALIE NAMED USILA ALL-AMERICAN

Netminder **Gunnar Waldt '16** (Freeland, MD) concluded a standout four-year career between the pipes with his third United States Intercollegiate Lacrosse Association All-America honor. He ranked 18th nationally in saves per game, eighth in save percentage and 12th in goals-against average. Waldt was drafted by the Florida Launch of Major League Lacrosse. Men's lacrosse has now had at least one All-American in each of its eight seasons at the Division I level.

## HALL OF FAME CLASS OF 2015 INDUCTEES HONORED

The bi-annual Bryant University Athletics Hall of Fame Dinner and Induction Ceremony, held in the spring, honored the eight-member Hall of Fame Class of 2015. The inductees, first announced alphabetically on twitter @BryantAthletics, are:

- **David Beirne '85** (Men's Lacrosse)
- **Jeff Doppelt '73** (Contributor)
- **Elizabeth Gunn '04** (Field Hockey)
- **Paul Perry '83** (Baseball)
- **Carola Pierluisi '04** (Volleyball)

- **Shaun (Leddy) Rosenow '07** (Women's Lacrosse)
- **Kelsey (O'Keefe) Spear '10** (Women's Basketball)
- **Amanda Wilbur '07** (Softball)

The Hall of Fame honors any alumnus/a who has attained outstanding recognition or superior accomplishments in any varsity sport. Started in 1987, the Hall of Fame has grown to 132 members. Inductees are elected every two years into four different categories: student-athletes; coaches and administrators; teams; and contributors. Nominations may be submitted by members of the Bryant University Alumni Association, Top of the Key Club, and by representatives of the University.

## GOLFER NAMED TO PING ALL-NORTHEAST TEAM

**McKinley Slade '17** (Saunderstown, RI), the NEC men's Golfer of the Year, was named to the Division I PING All-Northeast Team. He enjoyed one of the most successful individual seasons in program history, earning seven top-10 finishes and three second-place finishes. He was the NEC Golfer of the Month three times.

## STARS IN CLASSROOM

Volleyball, women's tennis, women's soccer, men's track and field, men's cross country, and baseball all received public

Honors Program, graduated with a 4.0 GPA and recently began her career as an actuarial analyst at the Lincoln Financial Group in Hartford.



*Bryant's volleyball team was among six Bulldog teams recognized by the NCAA for their outstanding academic performance. The volleyball team's most successful season in its Division I history was also the third-straight season the team has been named among the 132 NCAA Division I women's teams to receive the 2015-16 American Volleyball Coaches Association Team Academic Award.*

recognition from the NCAA following the release of the latest Academic Progress Rate (APR) data. The data measures eligibility, graduation and retention each term and provides a clear picture of the academic performance for each team in every sport.

Women's swimming and diving earned Scholar All-American honors from the College Swimming Coaches Association of America (CSCAA) for the second year in a row while the men's team was honored for the first time.

Cross country and track and field standout **Brittany Sarza '16** (Uxbridge, MA) was named one of five NEC Scholar-Athletes of the Year. An actuarial math major, she was a member of the

## BRYANT WINS NEC MEN'S COMMISSIONER'S CUP

For the third year in a row, Bryant won the NEC Men's Commissioner's Cup. The Bulldogs came just short of claiming their third consecutive Brenda Weare Commissioner's Cup, awarded to the program that enjoys the most success across all men's and women's sports. Bryant finished in second place.

"Our teams have enjoyed incredible success once again in 2015-16, and this recognition speaks volumes to the hard work, dedication, and consistency this group displays every day," said Director of Athletics Bill Smith.



For fall Bulldog schedules, go to [www.bryantbulldogs.com](http://www.bryantbulldogs.com)



## STUDENTS

Service learning opportunities, collaboration with inspiring faculty, and competing against the world's greatest athletes are some of the many ways Bryant students make the world their classroom.

### HONORS STUDENTS' CAPSTONE PROJECTS TAKE CENTER STAGE

Food security and sustainable development in Chad. The effect of Tommy John surgery on a pitcher's career. A guide to restaurant accounting. These topics and 18 more were shared during this year's Senior Capstone Project Colloquium.

The senior capstone is the culminating project of the Bryant Honors Program, a distinctive four-year learning opportunity that fosters research collaboration with faculty mentors. As part of their capstone, Honors

Program seniors work closely with a faculty mentor to define, compile, and present a research project on a specific topic.

The colloquium showcases the rigor of the students' academic journeys—as well as the passions.

For example, **John Logan '16**,

an Entrepreneurship and Marketing major as well as a skilled magician, explored “the connection between the art of magic and the world of business.” As part of his



John Logan '16

research, he flew to Los Angeles to interview producers, entertainers, magicians, and comedians about how they develop routines and tricks, and then how they effectively communicate with an audience to achieve a successful show.

“The Honors Program is great because it allows you to pick a subject that you're really passionate about and then focus two years on that subject,” says Logan, a Digital Content Associate for the New England Patriots.

**Jocelyn Davies '16**, presented “Defining the Millennial Superwoman: Strategies in Work-Life Integration.” She says the Honors Program fostered “the best relationships with professors throughout the school,” relationships that have enabled her “to continue my academic and professional growth.”

### INNOVATIVE SOLUTION LANDS MBA STUDENTS AT DECISION SCIENCES CONFERENCE

On the first day of Bryant's Managing Corporate Enterprise course, Dirk J. Primus, Ph.D., assistant professor of management, assigned a significant project to his MBA students: create a plan to introduce a health-care initiative to a “bottom of the pyramid” market, one that is very large but also socio-economically poor.

The potential for targeting these markets is attractive, offering not only untapped profit sectors but also a means to fight poverty. Primus wanted his MBA students to add their brainpower to the task.

“He told us to act as a consulting team for a healthcare company that needed to bring preventive wound care to market,” says

### MOLLY FUNK '16: A UNIQUE PATH PERFECT FOR EACH STUDENT

**Majors:** Finance, Applied Analytics

**Minor:** Literary and Cultural Studies

**Hometown:** Coventry, CT

**Path:** Associate Financial Analyst, Fidelity Investments

**Molly Funk '16** (Coventry, CT) made Bryant her top choice after speaking with faculty members at an admission event. “I was impressed by the caliber of faculty and the thought that they put into their course objectives and syllabi,” she says. “Furthermore, every professor I have had the pleasure of

working with has always encouraged me to go a little bit further and deeper in my education.”

In just three years, Funk graduated summa cum laude with a Bachelor of Science in Business Administration degree.

“The University has the unique ability to provide the perfect opportunity for each student,” notes Funk. “I honestly don't think I would have gotten these opportunities anywhere else.”

Funk was editor-in-chief of *The Archway*, Bryant's student newspaper. Among her many achievements, she:

- won a national financial plan competition;

- participated in Bryant's Linked Through Leadership Development Program, a three-step course that helps students develop their leadership abilities.

Funk accepted a position with Fidelity Investments, where she worked as an intern. She will begin her career as an associate financial analyst at the company's campus across the street from Bryant, the perfect location when she begins MBA evening classes at the University this fall.



### Justin Robinson-Howe '15.

"We started brainstorming how to get a product to the world's poorest people."

Like all Bryant MBA students, Robinson-Howe is part of a cohort that moves through the degree program as a team. "We're committed to one another and have mutual respect," says Nick Tasca, a member of Robinson-Howe's cohort. "We capitalize on each other's strengths and support each other's weaknesses. The Bryant culture embraces that."

Tasca, Robinson-Howe and their cohort members presented an innovative solution for Primus's challenge: targeting the government of Ethiopia using an economic-impact model as a business-to-government entry strategy.

Primus praised the students' research and encouraged the team to continue to develop

their business model. "It was very easy to see the potential of their core idea," he says. "They tackled the project in an unconventional but very clever way."

Tasca and Robinson-Howe embraced the challenge. This spring, they presented their research at the Northeast Decision Sciences Institute (NEDSI) annual regional meeting in Alexandria, VA.

### SUMMER INTERNSHIP FELLOWSHIPS OPEN DOORS TO CAREER POSSIBILITIES

An experience-rich internship can be the first step toward a lifelong career, but many college students have to forego such opportunities for the income provided by summer jobs.

The Summer Internship Fellowship Program, established this year at Bryant, enabled a dozen students to pursue top-



*A Summer Internship Fellowship allowed Allison Miller '17 to intern at the Rhode Island office of U.S. Senator Jack Reed '10H (D-RI)*

tier summer internships that provide only a small stipend or a fellowship. Students no longer have to put short-term financial concerns above long-term career prospects.

Offered through Bryant's Amica Center for Career Education, these fellowships help Bryant students explore career options, develop knowledge specific to a particular career, expand skills needed to succeed in the global marketplace, and engage in experiential learning with defined objectives and goals related to a field of interest.

The Amica Center is funding the pilot phase of the program.

This summer, fellows interned at numerous locations including:

- Guggenheim Museum in New York City;
- Biobehavioral Mechanisms Explaining Disparities Lab at Rice University in Houston;
- Lloyd McDermott Rugby Development Team in Sydney, Australia;
- Rhode Island office of U.S. Senator Jack Reed '10H.

### TIFFANY VENMAHAVONG '18: POISED TO MAKE AN IMPORTANT CONTRIBUTION TO THE SOUTHEAST ASIAN DEVELOPMENT

**Major:** International Business  
**Minors:** Marketing, Chinese  
**Hometown:** Woonsocket, RI  
**Path:** Bryant Scholar seeking Fulbright Award to make a difference

"I am highly motivated and quick to adapt," says **Tiffany Venmahavong '18**, a member of the Bryant Scholars program. "I always look for opportunities to broaden my views, develop my skills, and understand business as a whole."

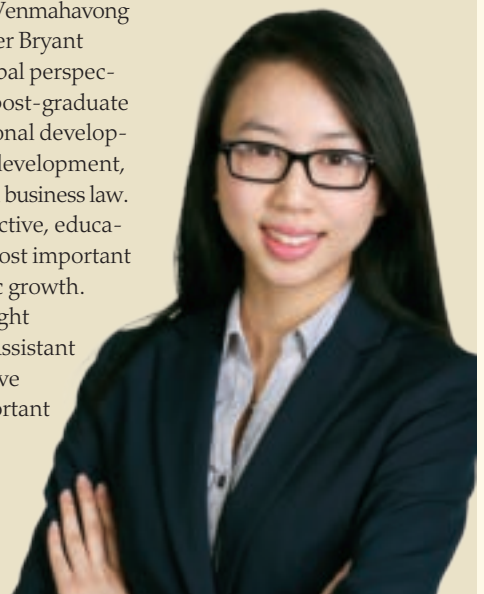
Designed to engage and support outstanding students who are dedicated to excellence in scholarship, the

Bryant Scholars program has provided Venmahavong with the guidance to complete her application for a prestigious Fulbright Scholar award.

"My motivation to pursue this scholarship comes from a deep interest in cultures, languages, and most of all, improving people's lives," she says. After visiting Laos, she says, "I realized the shocking disparity in quality of life. My parents, both being refugees and immigrants, encourage me to maintain our Laotian heritage while engaging in different cultures and beliefs. They have supported me to become the first in our family to attend university."

After graduation, Venmahavong plans to leverage her Bryant experience and global perspective by pursuing a post-graduate degree in international development, sustainable development, and/or international business law.

"From my perspective, education is one of the most important drivers of economic growth. Through the Fulbright English Teaching Assistant Scholarship, I believe I can make an important contribution to the development of Southeast Asian communities."



SPOTLIGHT ON STUDENTS  
(CONTINUED)**MANAGEMENT STUDENTS  
ORGANIZE DREAM  
PLAYHOUSE DONATION**

Bryant management students teamed up with A Wish Come True, a local nonprofit, to provide custom-built playhouses for three children with life-threatening illnesses. Management students planned and executed "Project Playhouse," an intense engaged learning experience that delighted the young recipients.

The Management Principles and Practice course requires that all sophomores partner with local nonprofit agencies to complete semester-long projects that include fundraising, operations management, event planning, and program development.

"This isn't just service, it's service learning," says Management Lecturer Christopher Ratcliffe, MBA. "They not only have to volunteer for the organization, but they have to do something that addresses a need for the nonprofit and moves the organization forward. In this case, they addressed a way they could raise revenue and did public relations work for the organization."

Ratcliffe's students pitched the playhouse idea to A Wish Come True, enlisted students from the Warwick Area Career and Technical Center, Chariho Career and Technical Center, Ponaganset Technical High School, and Davies Career and Technical High School to build the playhouses. The Bryant students managed project logistics, including delivery of the playhouses to



*Members of the Management 200 class with one of the four playhouses they built as part of their service learning project.*

campus for presentation to the youngsters.

"They were able to take a disjointed list of project details and turn them into a cohesive plan that the class organized and has been leading ever since," says Ratcliffe. In fact, some of the students "have asked to mentor the incoming sophomores who will continue the project next semester," Ratcliffe says.

The four playhouses are fanciful, with one resembling a firehouse, another a castle, and a third Spiderman's house. A fourth, Ava's Writer Retreat, was inspired by a local 8-year-old author who donated proceeds from her book sales to the organization. It will be raffled

off with proceeds benefiting A Wish Come True.

**ODK CHAPTER  
RECEIVES NATIONAL  
RECOGNITION**

Omicron Delta Kappa (ODK) is a national leadership honor society that recognizes college juniors and seniors for excellence in academics, athletics, community service, mass media, or the performing arts.

Bryant's ODK "circle" is receiving national exposure because of the distinctive collaboration its members have with the University's Innovation and Design Experience for All (IDEA), a three-day experiential learning program that tackles real-world

challenges of businesses and nonprofit organizations.

Having successfully navigated the program as first year students, Bryant ODK members serve as student mentors during IDEA, offering encouragement and advice. The collaboration between Bryant's chapter members and first-year students is prominently featured in the society's national magazine, *The Circle*.

"At most institutions, ODK is more honorary than engaged," notes Vice President for Student Affairs and Dean of Students John Saddlemire, Ed.D. "The unique partnership our ODK members have developed with the IDEA program definitely provides these accomplished stu-



dents with skills that make them stand out from the competition."

Applied Mathematics and Statistics major **Courtney Mansfield '16**, an ODK member, served as a student mentor during IDEA 2016, specifically as part of the IDEA leadership team. The leadership team was tasked with helping to plan and implement late-night programming for first-year students, and coordinating student mentor training.

"As a member of the leadership team, all faculty and staff members viewed me as an equal, so I could voice my opinions openly," said Mansfield, now an event coordinator in the marketing department of Gallery Automotive Group in Norwood, MA. "I think that's why this program has grown so much and has done so well over the past few years."

#### **BRYANT STUDENTS SHOWCASE SUMMER LAB WORK AT RESEARCH CONFERENCE**

Six Bryant students spent their summer immersed in projects ranging from studying nanoparticles that can cause brain tumors to exploring microbial communities in estuaries, as part of the Rhode Island Summer Undergraduate Research Fellowship (SURF) program. This experience conducting methodical and intensified research breeds a deeper involvement in the science, and allows students to delve into expansive research projects.

"This is truly graduate level research," says **Associate Professor of Science and Technology Christopher Reid, Ph.D.** "It's an incredible opportunity that not many undergraduates get to experience."

The students presented their research to more than 400 faculty, students, and administrators from universities across Rhode Island on July 29, at the annual Rhode Island SURF Conference at the University of Rhode Island.

"This is an immense amount of work to be completed in ten weeks," Reid notes. "This is most of the students' first experience in a lab environment."

The Bryant students who presented at the conference included:

- **Ekta Chugh '19**
- **Alexandra Dickie '17**
- **Kathleen Gonzalez '18**
- **Kyle Mummau '17**
- **Colby Norris '19**
- **Keyana Roohani '17**

Five of the six projects were funded by a grant from Rhode

Island IDEa Network for Biomedical Research Excellence. Chugh's research is being conducted under a grant received from the Rhode Island NSF Experimental Program to Stimulate Competitive Research.

"This is such a great opportunity," says Gonzalez. "We get to work one-on-one with the professor. I was unsure about working in a lab, but now I know I want to be a lab technician and do work that can help people."

Roohani, who has presented at the conference each of the last three years, recalls that "coming into Bryant, I was very intimidated when it came to lab work and research. But Professor Reid convinced me to give it a shot and I fell in love with it. It's very hands-on and you learn by trial and error. Now I hope to go on to get a doctorate and become a veterinarian."

#### **MATTHEW LICARI '16: PREPARED FOR THE GLOBAL MARKETPLACE**

**Majors:** International Business: Global Supply Chain Management, French

**Hometown:** Quincy, MA

**Path:** HR Development Program, Liberty Mutual Insurance (Boston)

**Matthew Licari** knew he wanted to study business in college, but it was actually French that prompted him to make Bryant his top choice.

At a campus open house, Licari told the Dean of the College of Business Madan Annavarjula, Ph.D., then head of the International Business program, about his love of the French language

and culture, as well as his desire to study business.

"Why not combine the two? Think how far your passion for learning a new culture and language can take you," said Annavarjula.

During his time at Bryant, Licari studied abroad for a semester in Aix-en-Provence, France, and served as a marketing intern at an eco-friendly pool company run by a former IT industry executive.

Licari, who interned with Liberty Mutual Insurance in the summer of 2015, accepted an offer to join the Human Resources Development

Program at the end of his internship.

Though life is constantly changing, Licari says he is ready. He knows that he is well-equipped for the journey. "My education is priceless because it is something that no other individual has," he says. "Bryant University gives students that type of experience."



### BRYANT SCHOLARS VIE FOR SOME OF ACADEMIA'S MOST PRESTIGIOUS AWARDS

Ten of Bryant's best students have been selected as the inaugural group of Bryant Scholars—an initiative that provides the support and guidance of faculty members, along with the resources, tools, and programming to prepare these high achievers to compete for Fulbright, Truman, Marshall, and Rhodes scholarships.

Fulbright scholarship applications are underway for **Abraham Awwad '17, Kenneth Feldman '16, Jessica Fleet '17, Tom Howard '16, Juliana Longo '17, Brett Paley '17, Jared Saunders '17, Ronny Tavares-Soares '17, Tiffany Venmahavong '17, and Stephan Warde '17.**

"We have a pool of bright, well-rounded students who are committed to academic excellence," says Associate Professor of Economics Edi Tebaldi, Ph.D., inaugural director of the program. Tebaldi is supported by a review council of seven faculty and staff members who evaluate applications and offer encouragement and advice to candidates.

"Faculty are critical in identifying potential scholars and assisting those who are willing to step out of their comfort zones to embrace challenging academic and career experiences," Tebaldi says.

International Business major Longo (Watertown, CT), a double concentrator in Spanish and Marketing, applied for a Fulbright scholarship to teach English in Spain.

"I knew immediately this was the perfect opportunity for me," says Longo, who traveled to Spain five years ago. "That trip was the foundation from which my sense of global citizenship

grew. The Fulbright is an opportunity to give back to the country where it all started.

### BRYANT MAKES A SPLASH IN RIO

Bryant University swimmer **Ben Schulte '18** (Tumon, Guam) represented Guam in the 2016 Summer Olympics in Rio de Janeiro, Brazil. In August, Schulte competed in his second Olympic Games and gave the Bulldogs a representative for the second-consecutive Summer Olympics. Steph Reilly, Bryant's former cross country/track and field head coach, competed for Ireland in the London Olympics.

"I'm so proud to be able to say that Bryant University helped me get to this point in my athletic career," Schulte says. "I hope the fact that coming from Bryant and competing in the Olympics brings more prestige to our athletics.... I've come a long way in the two years that I've been at Bryant, and I'm swimming times and achieving results I never thought I could do. I attribute that not just to the awesome coaching and athletic staff we have, but also to the dynamic we have as a university as a whole. You can't excel athletically if you aren't excelling academically and socially, and I can confidently say that these past two years have been the best two years of my life in all three aspects."

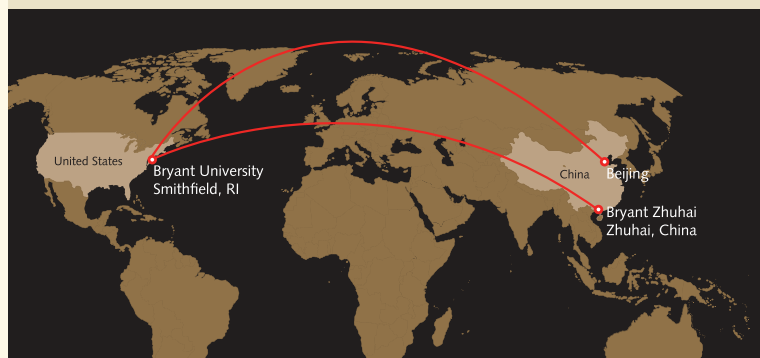
In two years at Bryant, Schulte has won six individual gold medals at the MAAC Championships and was a part of seven school records this past February. Schulte was named the MAAC Outstanding Swimmer of the Meet as a freshman and has qualified for the NCAA "B" cut on three different occasions.

## BRYANT WELCOMES ZHUHAI STUDENTS

Bryant University celebrated another milestone as a leader in international education on Aug. 3 by welcoming the first group of students from Bryant Zhuhai in China to the Smithfield campus. Eighty-seven students—more than half of Bryant Zhuhai's inaugural class—traveled to the United States as part of the Sophomore International Experience program.

"Seeing you here at Bryant, just one year after you began this transformational experience, just makes me so proud," President Ronald K. Machtley told the students. "It is such a great honor to welcome you to the Bryant campus."

Bryant University's first-entering class of 160 Chinese students began their studies at Bryant Zhuhai last September. In collaboration with Beijing Institute of



### BRYANT ZHUHAI

- Located in Guangdong Province, China
- Opened September 2015
- Inaugural class: 160 Chinese students
- Unique program created with Beijing Institute of Technology Zhuhai (BITZH)

Technology Zhuhai (BITZH), the new four-year undergraduate program prepares students with the global perspective that is essential for success in today's international business world. The academic program in Zhuhai, which is taught in English, is designed to mirror the vigor of Bryant's nationally recognized curriculum and the quality of faculty. The graduating students will receive a Bryant University degree.

"For me, this is a very special moment," said **David Lux, Ph.D.**, academic dean at Bryant Zhuhai. "I feel honored to represent both Bryant University and Bryant Zhuhai and to have these intercultural conversations and the opportunities to work between the two cultures."



The Sophomore International Experience, available to students at both campuses, allows students to learn firsthand about cultures and commerce in other countries. The three-credit course, held during winter and summer breaks, begins the semester before departure with an introduction to cultural norms, historical reading and analysis, language study, and art appreciation. It was the first time many students needed a passport.

While in Smithfield, the Zhuhai students learned about American business culture, massmedia, politics and more

from Bryant's Smithfield-based faculty members. They also interacted with Bryant's Smithfield students and learned some of the fine points of American football from the Bulldog football team.

The Zhuhai students also met with Providence Mayor Jorge Elorza at the Rhode Island State House, and traveled to Boston to tour the offices of PricewaterhouseCoopers. Students also visited Providence, Newport, Boston, New Haven, New York, and Washington, D.C., before returning to China.

Bryant also hosted a dozen students from China University of Geosciences (CUG). Bryant and CUG have a strong partnership that features student and faculty exchanges and research collaborations. This is the third consecutive summer CUG students have visited Bryant.



欢迎



Bryant alumni are an integral part of the University. We celebrate their successes and appreciate the extra effort alumni put forth in engaging in the life of Bryant post-graduation.

#### **BUILDING AN ENDURING LEGACY OF SUCCESS**

It all began with a “Whopper” of a burger.

**Nicholas Janikies '57, '86H**, was an accountant in 1967 when a client who was a fast food franchisee introduced him to that world. With his first taste of Burger King’s Whopper burger in Quincy, MA, he was “in love.”

Having experience, business acumen, and an analytical mind, Janikies saw the future in fast food. He opened his first Burger King restaurant in 1969 in Cranston, RI, his home town. A year later, he opened a second. By 1986, his company, Jan Co. Inc., had 55 restaurants open, was one of RI’s top 20 employers, and Janikies was affectionately called Rhode Island’s “burger king.” By his side throughout the years, was his wife **Margaret (Giroux) '57**, who previously served as a director for Jan Co.

#### **Family Enterprise**

Today, the Jan Companies is one of the largest franchisees of Burger King restaurants, owning and operating more than 92 Burger Kings across six states and is one of the largest restaurant operators in New England. Jan Co. employs more than 3,000 employees.

Over the years, Jan Co. has grown into a family enterprise. The Janikies family, including William, Jonathan, Cynthia, and Melissa—a 1984 alumna—diversified into other businesses, which include Newport Creamery, Krispy Kreme, Popeye’s, Country Inn, and several country clubs including Quidnesset and Grassy Hill Country Clubs.

#### **The Heart of Business**

Janikies’ success is a result of a love for what he does, combined with his accounting studies, which were “the best background for

anything in business because they provided insight into the heart of all businesses,” and his hard work.

The son of Greek immigrant parents who ran a mom and pop grocery store, he often gave advice to Bryant grads looking to start their own businesses that still holds true: “Equip yourself with as much business management knowledge as possible. This includes a strong

introduction in accounting principles, which provide an important insight into businesses’ inner workings.”

#### **Work Hard, Give Back**

Having spent much time on campus after graduation, mentoring and guiding students, Janikies imparted his wisdom regularly, saying, “Just being a college grad won’t ensure your success. You’ve got to be willing to work hard.”

A grateful alumnus, Janikies has donated more than \$1 million to Bryant through the years, including issuing a \$100,000 challenge gift in honor of his 25th reunion. He received an honorary Doctor of Science in Business Administration in Bryant’s 123rd Commencement in 1986.



**“Just being a college grad won’t ensure your success. You’ve got to be willing to work hard.”**

**—Nicholas W. Janikies '57, '86H**

### MORGAN LABARBERA '16 IS NAMED RECENT ALUMNI TRUSTEE

Bryant's Board of Trustees is pleased to welcome **Morgan LaBarbera '16** as the Recent Alumni Trustee for 2016. A Marketing major with minors in Communication and Sales, LaBarbera adds a variety of experience to the board. She has served on the Bryant Senior Advisory Council, was co-chair of the Student-Athlete Advisory Committee, and has served as captain of the women's lacrosse team. At the Champions for Philanthropy event, she spoke about the challenges of being a



Morgan LaBarbera '16

student-athlete and how her success wouldn't have been possible without the scholarship she received. LaBarbera was the Bryant University Sales Team vice president, and represented Bryant at the Northeast Conference (NEC) Student-Athlete Advisory Committee meeting in her junior year. She currently works as a Business Analyst at Finlays in Atlanta, GA.



**Donald Quattrucci '83** (right), a vice chair of Bryant's Board of Trustees, poses with his son, **Brett '16**, and wife, Patricia, after the May 2016 Commencement ceremony. Brett completed his Bachelor of Science in Business Administration degree with a concentration in Finance and a minor in Literary and Cultural Studies. The Quattruccis are members of the President's Society in the Bryant Leadership Council of Donors and contributors to *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future* and the Trustee Scholarship Fund.

### NEIL ROSEN '86: TRUSTING PEOPLE A KEY TO SUCCESS IN BUILDING SMALL BUSINESSES

When **Neil Rosen '86** decided to make a leap and start his own small business, he quickly realized that there was a key component to success.

"People are the key to business success," he says. "When my clients talk about growing their business, they talk about long term success around building teams."

Rosen is the president of The Rosen Group in Hartford, CT, a consulting firm which recruits accounting and finance professionals into corporations and is the exclu-

sive finance recruiter for Stanley Black & Decker.

After graduating from Bryant, he worked at Coopers and Lybrand (now PricewaterhouseCoopers), and J. Morrissey and Company, a staffing agency based in Hartford. But early in his career, he decided he wanted to do something new.

"I wanted clients truly invested in talent management," he said. "I wanted to bring something new to the industry and recognized that I could build something with a team of my own."

Rosen says that mentality was something that he learned while



Neil Rosen '86

at Bryant, when he and a group of his friends formed the Kappa Delta Rho fraternity, one of the first new fraternities to be formed on campus in 15 years. Rosen still keeps in touch with his college classmates and helped to form two scholarships in memory of deceased children of fraternity brothers.

"Bryant really gave me that entrepreneurial spirit and allowed me to grow the way I did," he says. "There were no bureaucratic restraints to what ideas I could pursue."

Class Notes is a great place to share news about professional and educational accomplishments. Keep Bryant informed by submitting information online through the Class Notes page at [www.bryant.edu/alumni](http://www.bryant.edu/alumni). You can also email us at [alumni@bryant.edu](mailto:alumni@bryant.edu) or call (877) 353-5667.

## 1962

**MICHELE MEROLLA**, of Fairhaven, MA, was a candidate to serve on the town's Housing Authority. The retired chiropractic physician, who has served as a city councilor in New Bedford and on the school committee in Fairhaven, was unsuccessful in his bid.

## 1965

**KATHY (BEAULIEU) CASTRO A.S.**, of Fall River, MA, was featured in Wicked Local Westport's "Women Making History" series. She is an adjunct instructor of English and writing at Bristol Community College and was the founder and publisher of "O Jornal." She hosts "Arts and Entertainment" every Friday on WSAR radio in Fall River.

## 1970

**JAMES VESEY**, of Coventry, RI, has been elected to the board of trustees and the risk/investment committee at Centreville Bank.



He has more than 45 years of experience in the banking industry, serving in several different capacities including retail management and commercial lending as part of his most recent position as executive vice president and chief credit officer at The Washington Trust Company. He has held community leadership positions at Kent Hospital, the Boys and Girls Clubs of Warwick, Meeting Street Center, Catholic Charities, and the National Conference for Community and Justice.

## 1978

**GEORGE DOOLEY, CPA**, of Danville, CA, was a keynote speaker at the MIS Training Institute's AuditWorld Conference in Boston in June. He discussed the new world of risk management. Dooley recently retired as chief audit executive at Visa.

## BRIAN HUNTER '82 MBA,

president of Hunter Insurance, and his wife, **ROBERTA (PELOQUIN) HUNTER '82**, of Lincoln, RI, were awarded the Ben Mondor Award from the Northern Rhode Island Chamber of Commerce. Established in 2011 to honor the former owner of the Pawtucket Red Sox, the award is given to an individual(s) who goes above and beyond philanthropically within the community. The Hunters are active in the local community as sponsors of the Lincoln holiday basket program, the Lincoln High School post-graduation event, the community shred-it event, and as co-sponsors of the Rhode Island State Spelling Bee and the Rhode Island Brain Injury Foundation annual walk.

## 1979

**JANET F. (FULLER) PHILLIPS, CPA**, of Milford, CT, has been selected by the Connecticut Society of Certified Public Accountants to serve on its



30-member Advisory Council for the 2016-2017 activity year. Members of the Advisory Council serve as a sounding board and source of information for the CTCPA Board of Directors. Phillips is the accounting department chair at Southern Connecticut State University in New Haven.

## 1980

**JOHN JUSTO**, of East Greenwich, RI, has been appointed by Rhode Island Governor Gina Raimondo '12H to the Quonset Development Corporation board of directors. He is the chief financial officer and treasurer of ADJ Donuts, Inc. and a partner at ADJ Realty, Co.

## 1982

**JOAN (BRENNAN) DIVINCENZO**, of Hamden, CT, has joined Coldwell Banker Residential Brokerage in Connecticut and Westchester County, NY, as sales manager of the company's Milford office. Previously, she served as manager of the Coldwell Banker residential brokerage office in Woodbridge. She has 25 years of real estate experience in various roles including as a sales associate, sales office manager, and an educational professional who also oversaw technology and social media for a three-office real estate company.

## 1984

**PATRICK MCCARTHY MBA**, of Bristol, RI, received a Lumen Gentium Award for parish service from the Roman Catholic Diocese of Providence. He



helped spearhead a groundbreaking solar renewable energy project at Our Lady of Mount Carmel School in Bristol that will eliminate the school's annual \$12,500 energy cost for the next 25 years. McCarthy is a functional financial manager for quality control/quality assurance with Electric Boat.

## 1985

**DIANE (LEDUC) KAROLYSHYN**, of Cumberland RI, was appointed finance director of the Cumberland Fire District. She began working for the Cumberland Hill Fire District in 2003 as an administrative assistant to the chief. She took on the role of tax collector in 2006 and continued with administrative duties for the chief and fire prevention officer. She has also served as credit/accounts receivables manager for Autocrat Coffee and office manager for A-1 Court Reporters.

## MARIO L. SOLARI JR., CPA, of



Farmington, CT., has been selected by the Connecticut Society of Certified Public Accountants to serve on its 30-member Advisory Council for the 2016-2017 activity year. Members of the Advisory Council serve as a sounding board and source of information for the CTCPA Board of

Directors. Solari is an audit and accounting partner in the firm of Whittlesey & Hadley, P.C. in Hartford.

## 1986

**DENNIS BONVOULOIR**, of Jamestown, RI, vice president of global printer and media solutions/sales operations for Peak-Ryzex Inc., co-wrote an article for *Processing* magazine that examined new regulations adopted as part of the Occupational Safety and Health Administration's Globally Harmonized System of Classification and Labeling of Chemicals.

## GLENN MAGNUSON, of

Littleton, MA, was named vice president of sale for Sequenom, a life sciences company. He has more than 25 years of experience in medical diagnostic sales. Most recently, he was vice president of sales for T2 Biosystems.

## 1988

**FRANK ANZIVINO MBA**, of Lincoln, RI, opened AnziTech to support small companies and individuals with computer, network, and storage needs. The company specializes in wide area networks, virus removal, Windows installation, and support and training.

**URI BEN-YASHAR MBA**, of Pawtucket, RI, owner and operator of East Coast Sweeping, one of the largest full-service property maintenance companies in New England, was recently profiled in the *North American Sweeper* magazine, the leading authority on the sweeping and paving industries.

**KYM (ERICKSON) MARTIN**, of Fulton, MD, a three-time cancer survivor who is passionate about enhancing the patient experience in healthcare, was the keynote speaker at the third annual Health Informatics Tri-State Summit at the University of Southern Indiana. She is a certified holistic nutrition consultant and fitness trainer who fashioned an integrative approach for her personal cancer management. She previously worked as a consultative sales executive and a business development leader for various technology and software development firms.



1989

**AMY DOWD**, of Dennis, MA, owner and “chief geek” of Coastal Marketing Solutions, a marketing coaching and management agency, announced that the company was named a 2015 Solution Provider All Star Award winner by Constant Contact. She has more than 27 years of experience in the marketing field. She opened her own firm seven years ago.

**CARL FRIEDHOLM**, of Greer, SC, published an article titled “The Changing IT Needs of Global Enterprises in the Emerging BYO (Bring your Own) World” in *Connect-World*, a leading publication for the information and communications technology field. He is vice president and general manager of Cass Information Systems’ telecom division. In 2014, he was part of a team awarded a U.S. patent for its unique solution for managing expenses related to employee use of personally owned devices in a bring-your-own-device environment.

**JOSE GONZALEZ**, of Quaker Hill, CT, announced that *Toys Made of Rock*, a collection of his poems, was published by the Bilingual Review Press at Arizona State University. The book is based on his journey from being a non-English speaking immigrant from El Salvador to becoming a professor of English in the United States. He is professor and chief of the English/foreign languages section in the Department of Humanities at the U.S. Coast Guard Academy.

**INEZ M. MELLO ’95 MBA**, of Smithfield, RI, the multi-state tax professor in Bryant’s Master of Taxation program, received the 2016 Graduate School of Business Award for Outstanding MST Faculty, an honor voted on by students. She is director of state and local taxes at Stowe & Degon LLC, a tax, accounting, and business consulting firm. She is the chair of the multi-state taxation committee for the Massachusetts Society of CPAs.

1990

**DAVID PETERSON**, of Medway,



MA, has been promoted to vice president of human resources total rewards at Hologic, Inc. He is responsible

for developing and administering company-wide compensation, benefits, and stock programs. He presented an educational workshop at the 2016 WorldatWork Conference, the largest gathering of HR compensation and benefits professionals held in the United States each year.

1991

**PHILIP CHANDLER**, of Plymouth, MA, vice president of Investment Services for Gage-Wiley & Co., Inc., now holds the accredited wealth management advisor designation recognized by high-net-worth individuals as a mark of expertise. He joined Gage-Wiley in 2012. He focuses on providing holistic wealth management services to individual and business clients, including risk management, financial planning, portfolio management, and insurance planning.

**JUNE LANDRY**, of Woonsocket, RI, principal and chief marketing officer at KLR, accounting and business advisory firms, received a C-Suite award from *Providence Business News*. She was recognized in the category for chief marketing officer of a private company. Landry has also served on the planning committee for the World Trade Day event held annually at Bryant.

## SKIP HEBERT ’72, ’77 MBA:

### CONTINUING A FAMILY LEGACY OF GENEROSITY FOR HIGHER EDUCATION

For **Skip Hebert ’72, ’77 MBA**, and his wife, Katherine, higher education is an inseparable part of their family heritage. “Education is very important in both of our families,” explains Hebert. “Both my grandparents and my wife’s grandparents created trust funds for each of their grandchildren’s college education as they were born,” recognizing what a significant gift that was.

scholarships is one of the pillars of the largest fundraising effort in Bryant’s history.

The scholarship is named in honor of Hebert’s grandfather, Felix Hebert, a former U.S. senator representing Rhode Island who was awarded an honorary degree by Bryant in 1932. It’s the second time they have funded a scholarship for Bryant students in his name. This one also is designated for graduates of Attleboro High School.

to provide a significant bump up in aid for students looking for scholarships.”

Hebert earned both his undergraduate and graduate degrees at Bryant. He is a Certified Public Accountant and president of Trans-Tex in Cranston, RI, a world leader in printing designs on narrow webbing and ribbon used in consumer applications such as lanyards, shoelaces, key fobs, luggage straps, and pet products. Katherine taught at Attleboro High School for nearly 30 years and served as chair of the English Department. Following retirement, she coordinated the mentor program there and taught in the Secondary Education Department at Salve Regina University for several years.

The Heberts have met with Bryant students who have benefitted from their scholarship gifts and are impressed by the encounters. “It’s a treat to meet them and hear about what they see in the world,” says Hebert.

“This is our way to provide a significant bump up in aid for students looking for scholarships.”

—Skip Hebert ’72, ’77 MBA

That’s why the Heberts have made a \$10,000 pledge to Bryant’s Partners in 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

“My wife was a career teacher at Attleboro High School and helped many students compose essays for the \$100 and \$200 scholarships they all hunted around for,” says Hebert. “We were very fortunate and many students don’t have the opportunity we did. This is our way

**JOYCE MASSE TROY '96 MBA, CPA**, of Chepachet, RI, has been promoted to shareholder of Mayer Hoffman McCann P.C. She is a member of the accounting and auditing group, the not-for-profit and education practice, and she also works extensively with privately held companies. She has more than 15 years of accounting and auditing experience.

#### 1992

**DAVID NICHOLSON**, of Westborough, MA, was promoted to senior vice president and commercial loan officer at Marlborough Savings Bank. He has 19 years of experience in the commercial banking industry, specializing in commercial and industrial loans. He is a member of the Corridor Nine Chamber of Commerce.

**LISA (MAHLERT) RUBIN**, of Bridgewater, MA, is one of seven new shareholders at the Meketa Investment Group, bringing the employee-owned full service investment consulting and advisory firm's employee ownership total to 27. She is the firm's director of mar-

keting and communications and leads the firm's marketing efforts, request-for-proposal process, and new business initiatives.

#### 1993

**BRIAN HINES**, of Boynton Beach, FL, has been named director of finance at the Kelly Kronenberg law firm. He previously was director of finance at Greenspoon Marder.

**STEVE JUSTO**, of Fairfield, CT, has been appointed senior director of marketing operations at Quinnipiac University. He oversees the university's new Office of Brand Strategy and Integrated Communications. He previously was account director at Zimmerman Advertising, responsible for Nissan Northeast region marketing strategy and planning. He also managed creative resources and team-wide financial planning on Team Land Rover at Wunderman Advertising in New York City.



**CYNTHIA (GALE) MIRANDA**, of Hartsdale, NY, was named senior manager of professional tennis operations for the United States Tennis Association in White Plains, NY.

**KEVIN OLSEN, CPA**, has joined the management team at Dorman Products Inc. as senior vice president and chief financial officer. A seasoned financial executive with more than 20 years of experience and a track record of producing strong financial and operating results, he joins Dorman from his post as CFO of Colfax Fluid Handling, a division of Colfax Corp. Prior to Colfax, he held a number of positions of increasing responsibility at Crane Co. and Danaher Corp., after beginning his career in public accounting. Dorman, headquartered in Colmar, PA, is a leading supplier of automotive replacement parts, automotive hardware, brake products, and household hardware to the automotive aftermarket and mass merchandise markets.

#### 1995

**VINCE COPPOLA**, of Avon, CT, was named president and chief executive officer of IPG, the recognized industry-leading provider of surgical and implant cost management solutions. He most recently served as president and CEO of Triad, a musculoskeletal care management company. His previous experience includes serving as vice president of strategy and business development at Blue Shield of California. Earlier, he served as senior vice president of corporate development for Magellan Health Services. He also has held leading positions at United Health Group, Cigna, JP Morgan Chase, and GE Capital.

**BRIAN HOFFMANN MBA**, of Lunenburg, MA, was named vice president and general manager of the maintenance, repair, and overhaul division of AMETEK Aerospace and Defense. Since joining AMETEK in 2005, he has served as divisional vice president and business unit manager for AMETEK

## SOCIAL MEDIA PATH LEADS NORELL BASSETT ZABLE '11, '12 MBA TO SUCCESS AT TIME INC.

**Norell Bassett Zable '11, '12 MBA** is the Senior Manager of Integrated Marketing for Time Inc. Corporate Sales & Marketing in New York City. She formulates marketing programs and creates and develops client presentations that the sales team sells to drive advertiser spending across Time Inc.'s 35+ media titles, which reach 160 million consumers (1 in 2 Americans) through print, digital, video, and social assets. The company's brands range from *PEOPLE*, *Sports Illustrated* and *Entertainment Weekly* to *Time*, *Fortune*, and *Food & Wine*.

A marketing graduate with a double minor in communi-



Norell Bassett Zable '11, '12 MBA

cation and film studies, and a dancer from age two, Zable founded the Bryant University Dance Team, which competes in Division One of the National Dance Association Collegiate Championships and currently ranks among the top 10 clubs in the nation.

In the midst of pursuing her MBA, this early adaptor of social media launched and directed the social media initiative for Bryant's Graduate School of Business. Zable parlayed this experience to *PEOPLE* Magazine, executing social influencer campaigns for the industry's top beauty and fashion advertisers. In addition to helping to launch a new promotional social media channel for the *PEOPLE* brand and building custom *PEOPLE* Snapchat programs for advertisers, she also coined several retail, virtual reality, and marketing programs that continue to succeed.

A New England native and a legacy graduate (her father,

Paul, graduated in 1975), Zable knew from the outset that Bryant was the place for her. "I was happy to carry on my dad's Bulldog legacy and enjoyed my time as an undergrad. The one-year, full-time MBA program was extremely challenging, but it set me up for the long hours ahead and taught me how to work with an array of different personalities and management styles in the workplace. I attribute my current success in New York City to earning my MBA right after undergrad. It has really given me the confidence that helped me to succeed in my career and climb the corporate ladder."

Power Instruments in the power systems and instruments division. Prior to joining AMETEK, he held engineering, operations, and general management roles with Danaher and engineering positions with Cincinnati Milacron.

#### 1996

**PHIL CLOUTIER '04 MBA**, of Glen Ellyn, IL, joined Workrite Ergonomics as director of sales. He has more than 15 years of progressively responsible management experience and has held executive management positions with a variety of companies, including six years at Herman Miller's Strategic Business Group and four years with Bretford Manufacturing.

#### 1997

**JENNIFER (GORDINEER) GARDNER**, of Cortlandt Manor, NY, director of North American media investments and partnerships at Unilever, was named to the *Ad Age* 2015 "Women to Watch" list. She oversees a U.S. media budget estimated at \$1.3 billion. Previously, she spent 15 years as an agency TV buyer.

**ERIC HANDA**, of Bridgewater, NJ, co-founder and CEO of APTelecom, a globally recognized leader in telecom and fiber consulting, was a featured guest on Enterprise Radio. He previously worked for AT&T, Tyco Telecommunications, Tata Communications, and Bharti Airtel in a number of senior operations, research, and sales assignments.

**KEN WISNIEWSKI III**, of Lakeville, MA, has been promoted to channel manager at Biogen. In this role covering the Northeast and Puerto Rico, he works closely with hemophilia treatment center programs to lead and execute national and regional field initiatives. Prior to the promotion, he was Biogen's New England hemophilia account executive.

#### 1999

**DAVID PARDINE**, of Fairfield, NJ, a member of the band "Vibrating Universe," announced the release of the band's debut album, "Birth of Truth." He started writing music as a student at Bryant and formed the band with his brother, Brian.

**JOHN PRATT, JR.**, of Lowell, MA, was promoted to senior vice president of credit and collections at the Lowell Five Cent Savings Bank. He oversees the credit, collections, and appraisal departments and is responsible for the credit underwriting of new commercial loans and monitoring the existing commercial loan portfolio. He has more than 14 years of banking experience.

**DAVID SANTORO MBA**, of North Attleboro, MA, a financial consultant with MCB Financial Services at Mansfield Bank, has been named a 2015 Five Star Wealth Manager by *Boston Magazine*. He joined MCB Financial Services in 2012. He was named ambassador of the year for the Tri-Town Chamber of Commerce, and he provides pro bono financial guidance to members of the U.S. military through the Massachusetts Financial Planners Association.

#### 2000

**JONATHAN DEMARCO MBA**, of White Plains, NY, joined Signature Bank, a New York-based full-service commercial bank, as group director and senior vice president. He spent nearly 13 years at Citibank, most recently serving as middle-market director and senior vice president, managing a team of several relationship managers. Earlier, he served five years as the Northeast region director of business and middle-market banking, overseeing Hudson Valley and Connecticut.

**JILLIAN (ST. MARTIN) DESHIRO**, of Mansfield, MA, SVP, CFO, and Treasurer at Centreville Bank, was one of seven Bryant alumni included in the *Providence Business News'* 40 Under Forty Class of 2016.

**NOEL HAINSELIN**, of Westwood, MA, joined T. Rowe Price, a global investment management firm, as a regional investment consultant based in Boston.



He has nearly 15 years of investment sales experience in the financial services industry. Prior to joining T. Rowe Price, he was a regional vice president at RS Investments covering the New England region.

#### 2001

**BRUCE DESROSIER MST, CPA**, of Coventry, RI, has been named a partner at Restivo Monacelli LLP. He has more than 21 years of experience in providing tax services to a variety of industry groups, most recently serving as tax director of BlumShapiro.

**JAMES GELDART MSA, CPA**, of Palm Coast, FL, joined the staff of the Keyes, Stange & Wooten CPA Firm, LLC. He has more than 15 years of management experience in the construction industry.

**ROJELIO MORALES**, of Oviedo, FL, joined Esslinger-Wooten-Maxwell Realty International, one of the nation's largest residential real estate firms. He previously worked as a remote account manager for United Healthcare.

#### 2002

**SHANEL ANTHONY '03 MBA** was named a recipient of Medtronic's 2016 President's Club Award. It is one of the company's most prestigious awards to celebrate the success of the Surgical Innovations U.S. Team and recognize employees for exceptional sales performance, customer service, corporate citizenship, and leadership. Anthony is executive territory manager for the Greater Washington, D.C., area. Dublin, Ireland-based Medtronic is among the world's largest medical technology, services and solutions companies.

**MATT CARBRAY, CFP**, of Avon, CT, a managing partner at Ridgeline Financial Partners, was named the first runner-up in the financial planning category in *Hartford Magazine's* 2016 "Best of" list.

**MICHAEL G. MAKSYMOW, JR., CPA**, CGMA of Plainville, CT, has been selected by the Connecticut Society of Certified Public Accountants to serve on its



30-member Advisory Council for the 2016-2017 activity year. Members of the Advisory Council serve as a sounding board and source of information for the CTCPA Board of Directors. Maksymow is a tax manager with Filomeno & Company, P.C. in West Hartford.

#### 2004

**JULIE SAILUS**, of Dearborn, MI, joined Brooklyn Outdoor, a national outdoor advertising and media services company, as sales coordinator. She also leads the company's event division, j'adore Detroit, as project manager. She has more than 10 years of experience in national account and project management.

#### 2006

**DAVID BURNETT MBA**, of Saunderson, RI, Chief of Staff at Neighborhood Health Plan of Rhode Island, was one of seven Bryant alumni included in the *Providence Business News'* 40 Under Forty Class of 2016.

**JILL (DAVIS) TREMBLAY**, of Swansea, MA, has been promoted to assistant vice president/commercial lending credit manager at Pawtucket Credit Union. She has more than 13 years of experience in commercial lending.

**SANDLER LOUIS** was named a recipient of Medtronic's 2016 President's Club Award. It is one of the company's most prestigious awards to celebrate the success of the Surgical Innovations U.S. Team and recognize employees for exceptional sales performance, customer service, corporate citizenship, and leadership. Louis is a senior surgical specialist/field sales trainer for the greater New York City area. Dublin, Ireland-based Medtronic is among the world's largest medical technology, services and solutions companies.

**GARY PEREZ**, of South Hadley, MA, joined Akamai Technologies in Cambridge, MA, as a program manager overseeing the company's corporate systems portfolio of development projects. He is working to build out Akamai's newly formed project management office as the head of new technology adaption. He earned a master's degree in project management from Northeastern University.

**MATTHEW WISCHNOWSKY**, of Coventry, RI, Assistant Vice President and GT Pro Managing Director at Gallo/Thomas Insurance Agency, Inc. was one of seven Bryant alumni included in the *Providence Business News'* 40 Under Forty Class of 2016.



## 2008

**ANDREA (NEVILLE) GALGAY MBA**, of Cumberland, RI, Director of ACO development at Rhode Island Primary Care Physicians Corp., was one of seven Bryant alumni included in the *Providence Business News*' 40 Under Forty Class of 2016.

**KRIS HART**, of Boston, MA, CEO and co-founder of Nextgengolf, Inc., was featured as part of a *Golf Digest* cover story about the game's innovators and influencers for 2016.

**RICHARD LABELLE**, of Rome, ME, is the new town manager of Norridgewock. He previously worked for Nabisco as a regional sales manager throughout New England, Pennsylvania, and New York, before moving back to Maine in 2013. He is second selectman in Rome and is pursuing a master's degree in public administration at Southern New Hampshire University.

## 2009

**ROB KERR MST**, of Moosup, CT, was promoted from director to managing director at CBIZ Tofias, an accounting and tax firm. He has more than 14 years of experience in tax planning, consulting, and compliance services for public companies, privately-held corporations, partnerships, and individuals. He also specializes in the private equity and venture capital industry.

**DAVID XAVIER**, Director of Specialty Products at BCBS of Rhode Island, was one of seven Bryant alumni included in the *Providence Business News*' 40 Under Forty Class of 2016.

## 2010

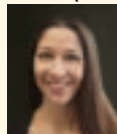
**MICHAEL BACKUS MBA**, of Swansea, MA, General Manager of Blount Fine Foods's waterfront soup manufacturing facility, was one of seven Bryant alumni included in the *Providence Business News*' 40 Under Forty Class of 2016.

**MIGUEL DOMINGUEZ**, of Providence, RI, has created his own line of presidential-candidate themed cereals, "Donald Flakes" and "Bernies." He hopes the cereal will help support his new business idea involving software design to help small businesses use graphics to promote their enterprises through social media. Five percent of all sales from the cereal are being donated to the POW/MIA Foundation.

## 2011

**JOSE BATISTA**, of Providence RI, was featured in a July 14 *Providence Journal* news story about Roger Williams University's School of Continuing Studies broadening its reach into diverse local communities by entering into a formal partnership with the Rhode Island Latino Civic Fund. Batista is the fund's president and is also an assistant public defender in Providence.

## ANNE (L'ESPERANCE) ZOLLO,



of Cumberland, RI, has joined (add)ventures, a multidisciplinary brand culture and communications firm based in Providence, as a specialist for strategy and marketing. She leads the development and fulfillment of marketing material requests for pharmacy recruitment for a Fortune 10 company. She also assists with the development and implementation of marketing campaigns for client partners in the nonprofit, hospitality, and retail industries.

## 2012

**MELISSA BRAUN MPAC, CPA**, of Southbury, CT, received her CPA certificate from the Connecticut Society of CPAs. She is a senior tax associate for Whittlesey & Hadley, PC.

**HEATHER MILLER**, a blogger for the *Huffington Post*, wrote an entry titled "The Character of Success: From Bryant University to the 'Real World'" that detailed how Bryant professor Dave Greenan mentored her after she was fired from her first job.

## 2013

**ANDREW SACCONI**, of Medford, MA, was promoted to vice president of Cornerstone Realty Capital. He previously served as an analyst and a lender.

## 2014

**JEFFREY AGONIA MBA**, of Lincoln, RI, Director of Product Engineering at Hope Global, was one of seven Bryant alumni included in the *Providence Business News*' 40 Under Forty Class of 2016.

# IN MEMORIAM

MARY H. GARBERG '32  
April 11, 2013

CARMELLA A. PECORARO '34  
December 21, 2014

ISABELLE (WALLIKER) AYERS '36  
August 20, 2015

DOROTHY (NEWTON) KUBELLE '36  
November 10, 2013

CAROLINE A. KULIG '36  
September 16, 2014

ALICE (CUDWORTH) WING '36  
November 9, 2015

ESTELLE (GREGORY)  
MACDONALD '37  
February 15, 2013

J. ROBERT RAMSAY '37  
February 19, 2014

MARGARET FERA '39  
February 10, 2016

ESTELLE (WILKINSON) MIEHLE '39  
February 16, 2016

D. VIRGINIA (SWANSON)  
VANBODEGOM '39  
December 24, 2015

HENRY C. CALDWELL '40  
March 26, 2016

LAWRENCE A. ITALIANO '42  
June 1, 2014

JEANETTE (GLAIEL) NADEEM '42  
March 4, 2016

FRANCES (GOLDENBERG)  
REICHLIN '44  
February 23, 2016

JULIO V. BATISTA '45  
February 25, 2016

RACHAEL (DONAHUE) WYCHE '45  
February 1, 2016

THERESE (QUINN) KENT '46  
February 29, 2016

BERNICE (CONNELL) HUGHES '47  
February 14, 2016

ANGELA (SARAVO) ZINGALE '47  
December 19, 2015

MICHAEL J. BARBONE '48  
April 5, 2016

DINO M. NUCCI '48  
January 5, 2016

JAMES B. O'BRIEN '48  
April 26, 2016

JOAN (RICHER) ROBICHAUD '48  
January 8, 2016

FRANK J. ARMATA '49  
April 9, 2016

VINCENT A. BARRICELLI '49  
January 31, 2016

THOMAS L. CARROLL '49  
December 29, 2015

JOHN L. SHELburn '49  
February 14, 2016

ERNEST R. SIMAS '49  
February 28, 2016

MICHAEL W. BANNAN '50  
April 13, 2016

RUSSELL M. BROWN '50  
January 15, 2016

JOSEPH A. ENOS '50  
February 17, 2016

MARVIN GREENBERG '50  
February 17, 2016

LESLIE M. HARNISH '50  
January 1, 2016

JOSEPH H. O'DWYER '50  
December 23, 2015

JOAN (BECK) BERTOLINI '51  
January 23, 2016

FLOYD J. BIRD '51  
March 18, 2016

AUDREY (BROTHERS) BURHOE '51  
February 1, 2016

LEO J. FLYNN '51  
March 19, 2016

SALVATORE F. JULIAN '51  
January 20, 2016

FRANK T. KANAZAWICH '51  
January 19, 2016

FREDERICK J. PALMER, JR. '51  
December 21, 2015

ENSO A. BERTOLINI '52  
January 1, 2014

JANETTE E. DALKIEWICZ '52  
February 23, 2016

WILLIAM G. LAZOURAS '52  
December 31, 2015

RAYMOND F. MACKOWSKI '52  
March 20, 2016

SVEN B. SVENSEN '52  
February 3, 2016

HAZELLE (LAMOUREUX) COOPER  
'53  
March 5, 2016

MILDRED (PERKINS) CUMMINGS '53  
*April 10, 2016*

ROBERT W. KARLSSON '53  
*December 25, 2014*

LUCY (SKONESKI) NORMAND '53  
*December 25, 2015*

SAMUEL A. SIEGEL '53  
*February 29, 2016*

PHYLLIS (MACDONALD) DAY '54  
*April 18, 2015*

ELIZABETH (GROB) PEKRUL '54  
*November 3, 2014*

HAROLD A. SANDERSON, JR. '54  
*March 17, 2016*

WILLIAM J. ANDERSON '55  
*March 14, 2016*

JOYCE (ANDREWS) DAVID '55  
*February 8, 2016*

ROBERT A. MITCHELL '55  
*February 21, 2016*

JOHN B. MORETTA '55  
*January 4, 2016*

MAUREEN (GOOD) YATES '55  
*January 11, 2016*

MARTIN L. BERNSTEIN '56  
*January 24, 2014*

MIKE S. LEVINE '56  
*January 19, 2016*

CLYDE E. WADE '56  
*February 5, 2016*

THOMAS BARDAKIAN '57  
*January 9, 2016*

MARY (PEASE) BRILLIANT '57  
*January 31, 2016*

THEODORA (JAMROG) DAIGNEAU '57  
*March 20, 2016*

CHARLES A. BEANE '58  
*February 6, 2016*

HAROLD F. HAM, JR. '58  
*January 12, 2016*

ROBERT R. MORTON '58  
*December 19, 2015*

ARTHUR W. AUBREY '59  
*April 13, 2016*

JUDITH (BARMAK) BLAU '60  
*April 21, 2016*

JOANNE (GAYLICK) FREEMAN '60  
*February 6, 2016*

JAMES W. GRZYBOWSKI '60  
*March 20, 2016*

LENA (KETTELLE) NOVO '60  
*January 1, 2016*

JOSEPH V. BENEVIDES, SR. '62  
*February 8, 2016*

FREDERICK R. BLACKINTON '62  
*February 22, 2016*

JACQUELINE (DAUTEL)  
LEFEBVRE '62  
*April 14, 2016*

GREGORY W. HAZEN '63  
*February 16, 2016*

DONNA (JENNEY) KNOBLE '63  
*January 20, 2016*

JOHN R. SADLER '63  
*January 17, 2016*

ALBERT C. COLELLO '64  
*December 19, 2015*

M. GLENN MADDEN '64  
*December 31, 2015*

SANFORD PERLER '64  
*February 13, 2016*

OLIVE (COYLE) CHARLAND '65  
*July 26, 2014*

JOYCE (HARNOIS)  
CHRISTIENSEN '65  
*February 15, 2014*

EDWARD R. SAMUELS '66  
*January 15, 2016*

ANTHONY J. STRIANESE '67  
*December 26, 2015*

DAN A. KOOJOLIAN '70  
*March 29, 2016*

J. EDWARD SHEA '70, '74 MBA  
*April 10, 2016*

JOHN A. LAMITIE '71  
*June 21, 2013*

DENISE L. DOUGLAS '72  
*March 7, 2016*

BERYL R. FRANKLIN '72  
*April 13, 2016*

LAWRENCE N. SHELTON '74  
*April 4, 2016*

EUGENE F. HACKETT '74  
*December 21, 2015*

RICHARD S. WOOLF '74  
*January 11, 2016*

ANTHONY M. BRAGA '75  
*March 17, 2016*

DAVID R. BROOKS '76  
*March 13, 2016*



**RICHARD "DICK" CAPOBIANCO '53,**

a respected business and civic leader as well as a dedicated alumnus, died May 31, 2016. A former president of Bryant's National Alumni Council, he served as a member of the Bryant Board of Trustees from 2008 until 2015.

Capobianco participated as a member of the Campaign Leadership Committee in Bryant's first capital campaign as well as in the historic *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future* that is currently under way.

Graduating from Bryant during the Korean War, Capobianco was unable to find a job. He joined the Army and served his country for three years. In 1956, he began his career as a manager trainee with the MAC Loan Company. In 1969, he joined the New Haven Credit Bureau as a department manager, purchasing the business in 1971. With his clear vision of the future, he computerized the company's manual credit files and by the late 1970s, had grown it to become the Credit Bureau of Connecticut. His sons joined the business during the 1980s, and the company expanded to include the states of Massachusetts and Rhode Island.

The late Mr. Capobianco and his wife, Geraldine, were honored as recipients of the Outstanding Alumni Award at the 2016 Champions for Philanthropy annual gala dinner held this fall in the new Academic Innovation Center. They were donors to Bryant's first capital campaign as well as the historic *Expanding the World of Opportunity: The Campaign for Bryant's Bold Future*. In 1991, the couple established the Richard and Geraldine Capobianco Scholarship Fund, an endowed scholarship that provides aid to academically strong Connecticut students with financial need. Their lifelong philanthropy and support for Bryant is recognized with a named classroom in the George E. Bello Center for Information and Technology.

BRUCE G. SCHWARTZ '77  
*November 29, 2014*

JOSEPH J. CAPUANO '78  
*October 7, 2015*

DAVID M. MUISE '78  
*February 9, 2016*

WILLIAM S. SMALDONE '78  
*January 6, 2016*

THERESA (MOREAU) THERY '78  
*January 22, 2016*

ROCHELLE A. GOTTLIEB '80  
*April 20, 2016*

KATHERINE (CAUCHON) THURBER  
'81 MBA  
*January 4, 2016*

CARL D. LOPEMAN '82 MBA  
*November 17, 2015*

CHARLES K. MEUNIER, SR. '82  
*March 10, 2016*

DONNA (WESTMAN) GOODMAN '83  
*February 7, 2016*

SHARON L. MCLAUGHLIN '83  
*April 10, 2016*

HAROLD SCHWARTZ '84 MST  
*March 20, 2016*

LINDA (TESSIER) FERRI '85  
*January 28, 2016*

DORIS (SMITH) LEWIS '86  
*December 21, 2015*

THOMAS P. PLANTE '86  
*November 29, 2014*

THEODORE J. ZAJEHOWSKI, III '87  
*April 2, 2016*

PATRICK C. JACOBY '90 MBA  
*December 19, 2015*

SEKYUNG (CHOI) KIM '94  
*March 6, 2016*

JODI (RICKER) TRANI '04  
*April 2, 2016*





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Smithfield, RI 02917-1284  
[www.bryant.edu](http://www.bryant.edu)

