

BRYANT

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Entrepreneurship

Turn Passion into Action

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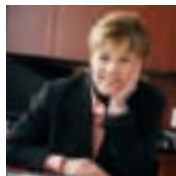
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SUCCESSFUL ENTREPRENEURSHIP takes a special combination of nature and nurture. A solid grounding in business practices and a higher-than-usual ability to manage risk helps entrepreneurs persist through long days, uneven balance sheets, and a tenuous sense of security. All for the payoff of saying: "I built this. I made this. I made a difference."

In recent years, the entrepreneurship model has evolved from one in which the founder builds a business and passes it on to the next generation, to a model that focuses on building an enterprise, selling it, then moving on to the next challenge. The former tends to reward sustainable growth, while the latter focuses instead on first-to-market strategies and the need to succeed — or fail — fast. But both demand vision, commitment, energy, and a willingness to endure extremes of uncertainty.

At Bryant, we foster these talents in future entrepreneurs. Through coursework, co-curricular activities, and engagement with the business community, students learn to assess market needs, develop business plans, and convince investors that a proposed business is viable. As a result, the campus exudes an entrepreneurial spirit. Businesses are launched from the residence halls. New and varied student organizations are created each semester. And student-run events and activities fill Bryant's nights and weekends.

As an institution, Bryant not only nurtures entrepreneurship but also possesses it in our very nature. With our transition to university status, our growing range of academic programs, ongoing development of our technology infrastructure, and the recent move to NCAA Division I — with all of these initiatives and more — Bryant has focused on creative innovation executed through a smart business plan.

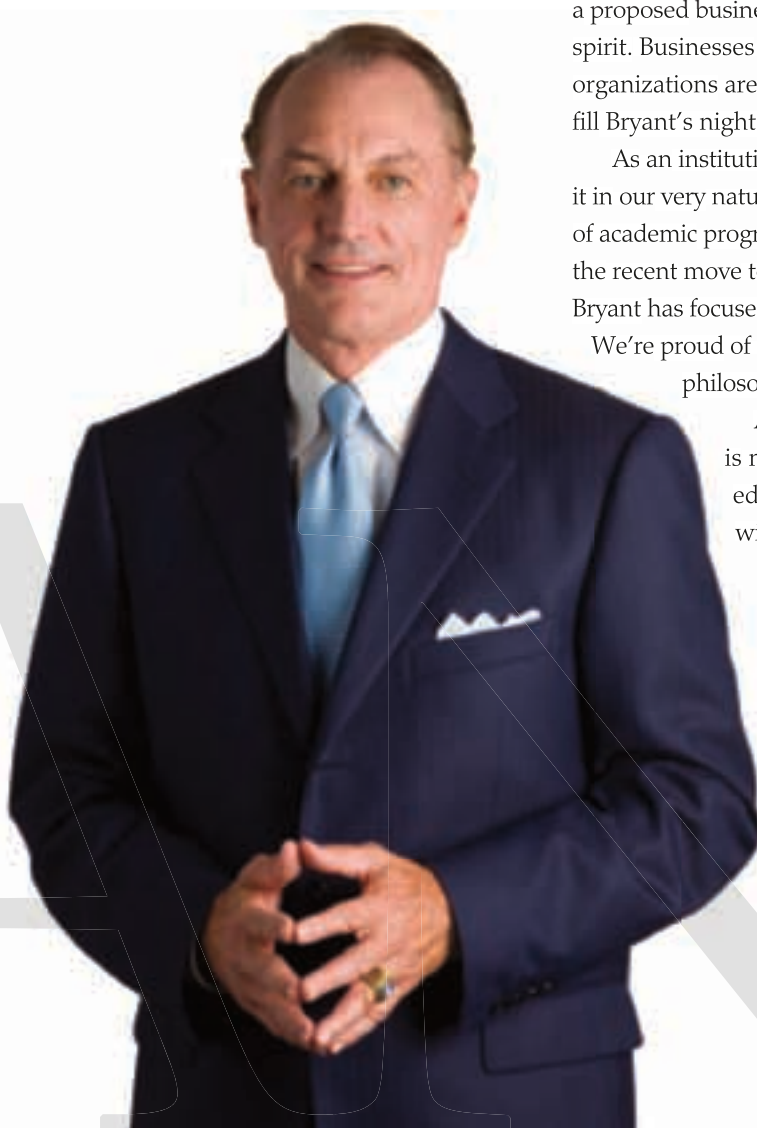
We're proud of our ability to keep advancing while retaining the student-centered philosophy that has been a hallmark since our founding.

As the alumni interviewed for this issue will tell you, entrepreneurship is not easy. But we're confident that, armed with a Bryant education, the students who choose to venture down this path will be well-prepared for success.

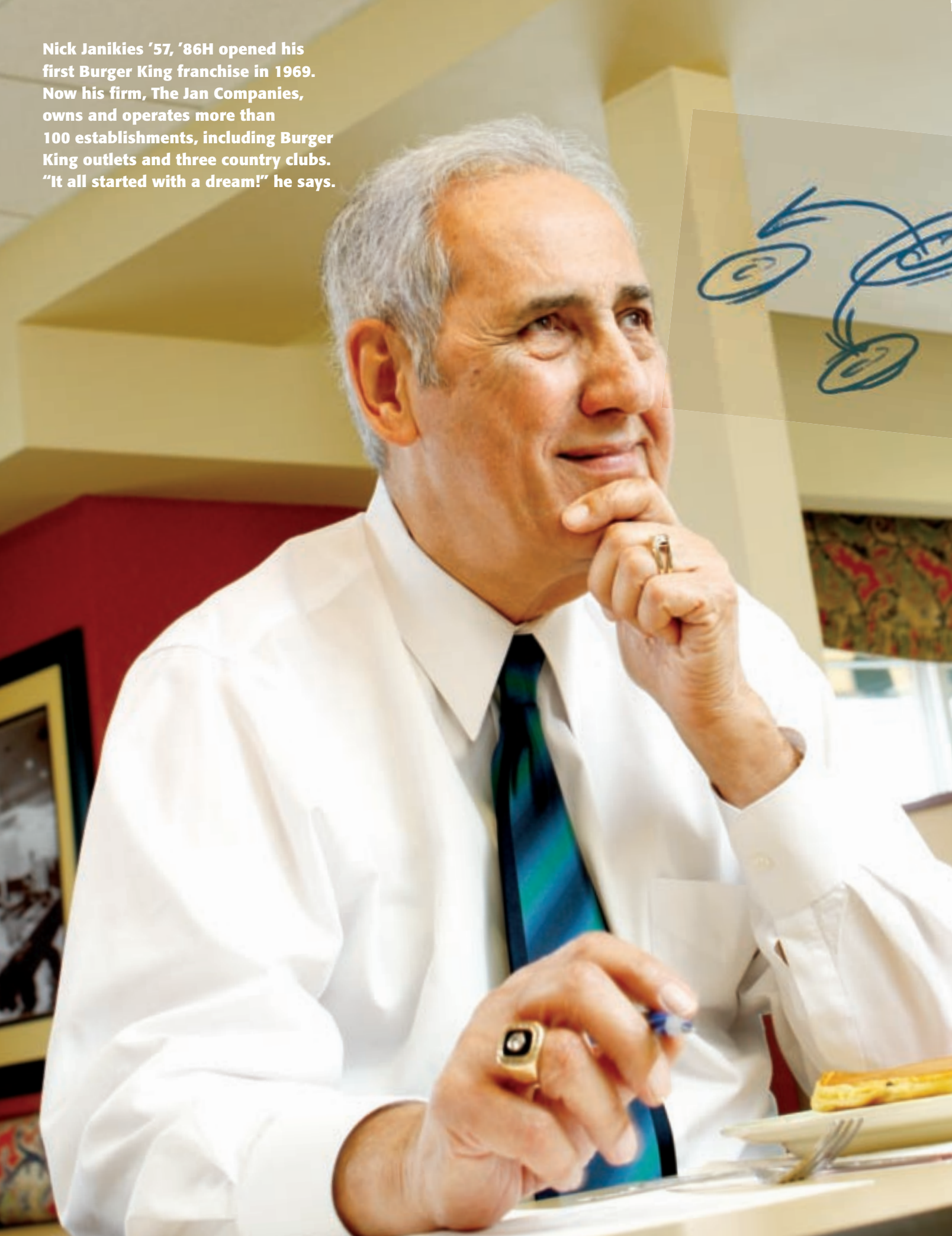
Sincerely,



Ronald K. Machtley
President



Nick Janikies '57, '86H opened his first Burger King franchise in 1969. Now his firm, The Jan Companies, owns and operates more than 100 establishments, including Burger King outlets and three country clubs. "It all started with a dream!" he says.





Turning Ideas into Business

Reclusive inventor? Genius tinkering in the garage? Throw out those old stereotypes. There are many ways to be an entrepreneur in the world, and Bryant alumni have been successful at pretty much all of them.

From the proprietor of the mom-and-pop diner, to the serial entrepreneur who loves the rush of creating something new, entrepreneurship defines business in America.

While other countries honor their kings and queens, their sultans and emperors, America celebrates corporate chiefs such as Henry Ford, John D. Rockefeller, Estee Lauder, Bill Gates, Oprah Winfrey, and Pierre Omidyar.

Along with the great business success stories, there are millions of small entrepreneurs carving out their piece of the American dream. The most recent data from the Small Business Administration (SBA) indicates that more than 600,000 entrepreneurs take the bold step each year of starting new employee businesses (i.e. businesses with paid employees).

Historically, small businesses have served as engines of U.S. economic growth. "Over the last decade, small business have created 60 to 80 percent of the net new jobs," explains John

McDowell, spokesperson for the Office of Advocacy at the SBA.

"Entrepreneurship is the backbone of the U.S. economy," agrees David Beirne '85, who co-founded an extremely successful senior management search firm called Ramsey/Beirne Associates before becoming a partner at venture capital firm Benchmark Partners in 1997. "The majority of job creation in this country comes from entrepreneurship. That's why it's so great that Bryant is educating its students about entrepreneurship."

Indeed, the spirit of entrepreneurship has been central to Bryant University ever since the institution was founded almost 150 years ago. Just as an entrepreneur must discover and meet marketplace demands, so too did Bryant meet the demand for excellent business education.

As it grew and matured from a college into a university, Bryant has stayed true to its core values — a close-knit, goal-oriented community giving its students a transformational education. And thanks to this vision, Bryant has produced

many types of entrepreneurs who share two important characteristics: a creative and persistent entrepreneurial spirit, and an ambitious drive to turn their good ideas into business.

The Lifer

Some people have entrepreneurship in their blood. That's the case with Nick Janikies '57, '86H, whose first entrepreneurial endeavor involved borrowing his dad's car, taking out the back seat, and using the vehicle to run an ash disposal business.

Later Janikies helped his dad sell an old car and was thrilled when his father let him keep the \$10 profit. Janikies was hooked and soon made a business out of buying and selling used cars.

But this was all just a prelude to his biggest venture. After graduating from Bryant in 1957, Janikies began working as an accountant. One of his clients ran a burger franchise, and Janikies soon realized what a profitable enterprise it was. Janikies decided to get into the burger business himself and convinced Burger King to let him open a franchise in Cranston, Rhode Island, in 1969.

Nearly 40 years later, Janikies' firm, The Jan Companies, owns and operates 96 Burger King franchises across 8 states, plus 3 country clubs and 17 outlets of Newport Creamery, Krispy Kreme, Popeyes, and Country Inn.

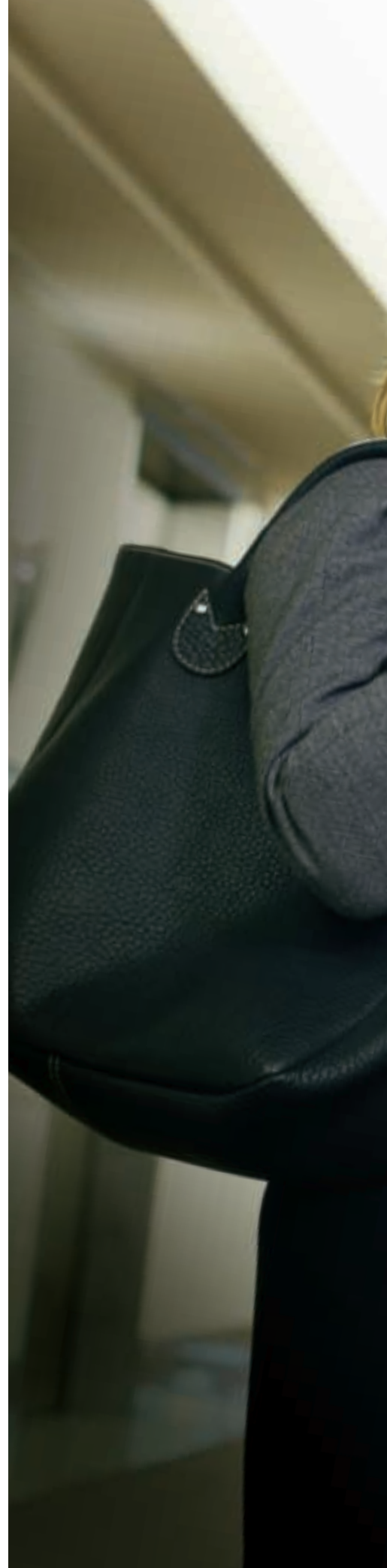
Janikies acknowledges that he could have made a very comfortable living from just one Burger King franchise,

but he attributes the scope of his business dealings to something else — a desire for new challenges and an interest in building a legacy with a business that he could pass along to his children.

Today, all four of Janikies' children work at The Jan Companies in senior management positions and make important contributions to the success of the firm. Even Janikies' grandchildren are getting involved now, although Janikies concedes that for the moment this latest generation may be motivated to work at Newport Creamery by the prospect of free ice cream.

In some ways, Janikies is the exception these days. Plenty of entrepreneurs figure out a way to cash out of their startups soon after the companies become established. "Lots of entrepreneurs are itching for the next challenge," explains Peni Garber '85, partner at the Boston-based private equity firm of ABRY Partners. At any given moment, Garber oversees five to ten of her firm's 50 or so investments, so she has plenty of hands-on experience working in the trenches with entrepreneurs. "Some entrepreneurs are very good at getting an idea off the ground, but once it's up and running with a couple hundred employees, they leave and figure out their next new thing," she says. "That's how they get their kicks."

Not Janikies. Over the years, he's gotten his satisfaction from building a well-established conglomerate with thousands of employees, many of whom have stayed with the company for 30





“Entrepreneurs have to be able to juggle a huge number of processes,” says Peni Garber ‘85, partner at ABRY Partners, a private equity firm. “In my experience, the people who are most successful tend to be those who are incredibly persistent and committed.”



"If there is a problem to solve, even if it is not your job, solve it," says Sharon Garavel '85, vice president of Operations and Lean Six Sigma at GE Capital. "The real opportunities are in the grey areas between job descriptions."



years or more. "It all started with a dream! Today we have built a business that provides employment and training for more than 4,000 individuals, preparing them for their future roles in the business community," explains Janikies. "Thanks to my Bryant accounting training, a strong work ethic, and persistence, I've been able to prove the theory that the harder I worked, the luckier I became."

The Re-inventor

In 1994, José Buenaga '82 was let go from Lehman Brothers. Painful as it was to be laid off, he now calls the experience a blessing in disguise. While he might not have had the courage to quit a steady job in the finance industry, he had always wanted to be an entrepreneur. The layoff gave him the push he needed to start his company, Easy Money, in his home commonwealth of Puerto Rico, helping individuals with small loans. By 2002, he was named Ernst & Young's Entrepreneur of the Year. When he sold Easy Money to Citigroup a decade later, Buenaga had built the company into a powerhouse with more than 65,000 clients.

What did he learn about entrepreneurship along the way?

"I believe that any entrepreneur needs preparation, passion, patience, and a commitment to public or community service," he says. "When the time came to build my own company, I had more than a dozen years of experience. I had acquired a nec-

essary level of discipline that I would not have had right out of college."

When Buenaga talks about discipline, he refers in part to the potentially exhausting, buck-stops-here mentality that entrepreneurs need. "Being an entrepreneur is a full-time job, 24 hours a day, seven days a week, 365 days a year," says Buenaga. "You cannot say that

"The current financial crisis has its roots in greed. Entrepreneurs need to contribute to their communities and take more responsibility for creating real value for their customers."



JOSÉ BUENAGA '82,
founder, IBC Group

something is your boss' responsibility."

His education at Bryant, an MBA from Duke, plus years of experience in the finance industry had given Buenaga the skills and the perspective to succeed with Easy Money. For others facing unexpected layoffs or career changes, Buenaga advises some introspection. "If you like to work on your own and you don't want a boss on your back, being an entrepreneur could be the right path for you," he says. "This [economic] environment creates opportu-

nities, but they will not knock on your door. You still have to do something a bit better or differentiate yourself somehow."

Buenaga is now hard at work on his second entrepreneurial venture. He has started a small venture capital firm called IBC Group to provide financing and advice to promising startup companies. Like any entrepreneur, Buenaga has a profit motive, but he also wants to share the knowledge he gained in the entrepreneurial trenches and give back to his community.

The Intrapreneur

While many entrepreneurs spend their days working nonstop on their own companies, other entrepreneurs collect a steady paycheck and channel their entrepreneurial energies into advancing the goals of their corporate employers.

Sharon Garavel '85 is one such internal entrepreneur — sometimes called an intrapreneur.

Garavel has spent nearly 20 years at GE Capital, most recently as vice president of Operations and Lean Six Sigma. A commercial and consumer lender with products ranging from private label credit cards to financing for commercial aircraft, GE Capital has about 75,000 employees worldwide.

Despite being an employee at a gigantic corporation, Garavel defines herself as a very entrepreneurial person. "Being an entrepreneur or having an entrepreneurial mindset in a large company involves

TURNING IDEAS INTO BUSINESS

having a passion for solving problems, being a curious learner about things that are occurring outside your environment, selling your ideas, and generally being both innovative and flexible,” she says.

At GE, Garavel essentially is empowered to lead her own group. When she was given responsibility for Six Sigma, Garavel drove an initiative to bring in “lean” operations concepts and adapt the manufacturing-based tools of Six Sigma for the financial services sector.

She subsequently helped launch a new program called At the Customer, For the Customer that shares GE best practices, including Lean Six Sigma tools, with GE Capital’s customers to improve their own processes. “By making our customers financially healthier, we drive demand for GE Capital’s products and services,” explains Garavel. “As they grow, we grow.”

Although she recognizes that many of her fellow entrepreneurs might feel stifled within a large corporation, Garavel points out that structure and size can prove advantageous when it comes to taking an idea and transforming it into a marketable product or service. For example, GE has developed a New Product Introduction process to channel innovative thinking and help would-be internal entrepreneurs identify and size a market for their new product.

For her fellow intrapreneurs, Garavel believes that proactive problem-solving is key to forging a successful and rewarding career. “If there is a problem to solve, even if it is not your job, solve it,” she urges.

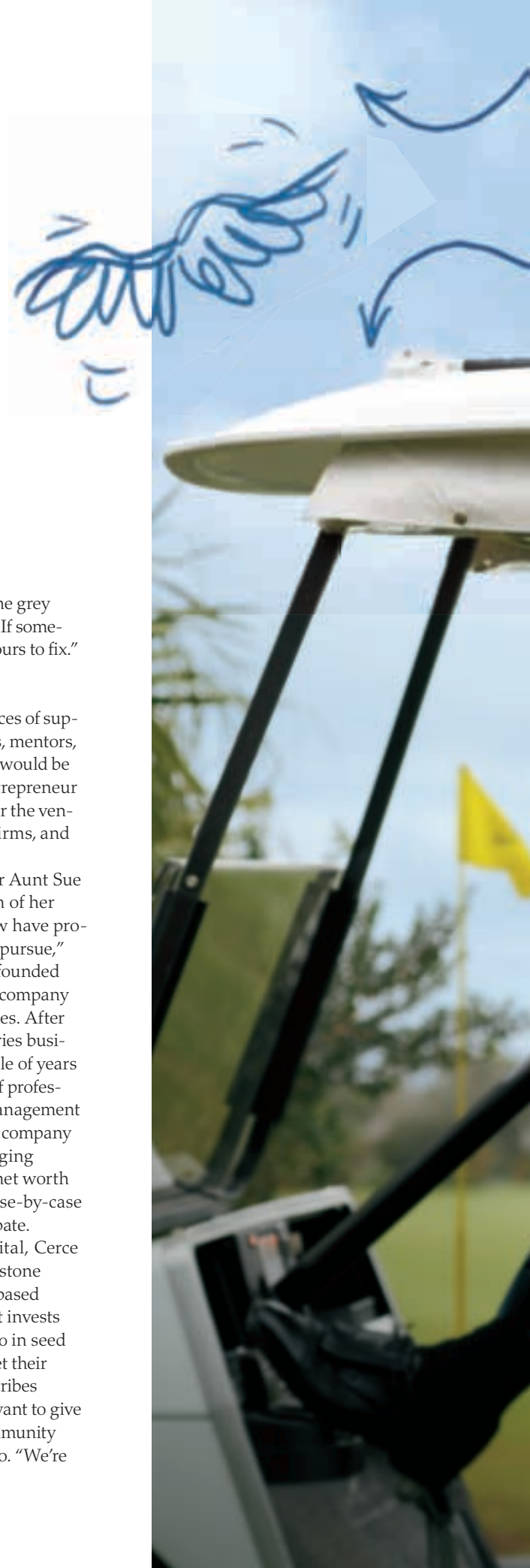
“The real opportunities are in the grey areas between job descriptions. If something is not getting done, it is yours to fix.”

The Entrepreneur Enablers

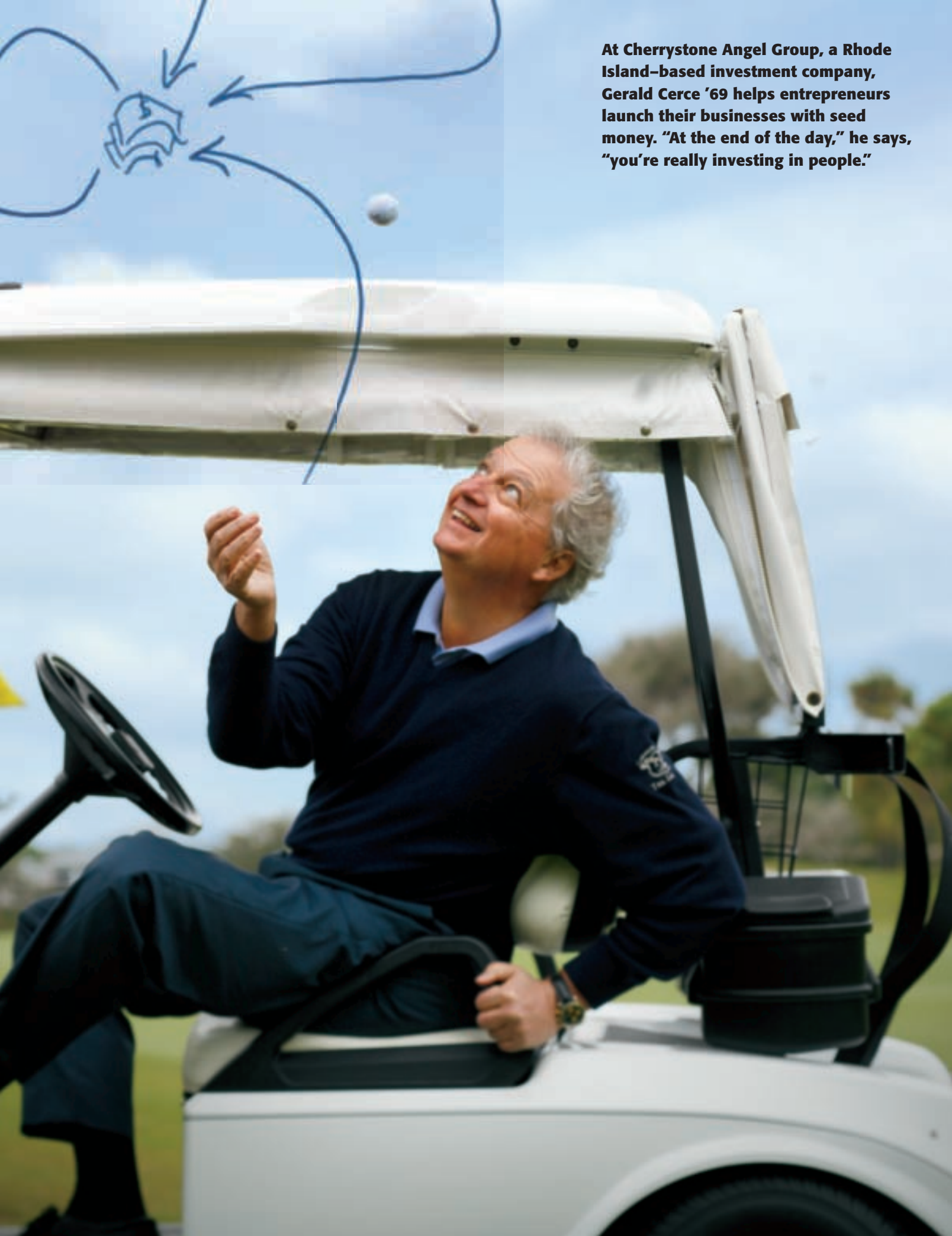
Entrepreneurs have many sources of support — family, friends, teachers, mentors, and other entrepreneurs. But it would be much harder for almost any entrepreneur to start a business were it not for the venture capitalists, private equity firms, and angel investor groups.

“Instead of turning to their Aunt Sue and asking to borrow a portion of her life savings, entrepreneurs now have professional sources of funding to pursue,” says Gerald Cerce ’69, who co-founded AAI, a jewelry and accessories company that grew to \$240 million in sales. After selling his share of the accessories business in 2000, Cerce took a couple of years off and then joined the world of professional financiers by starting Management Capital with two partners. The company operates as a pledge fund, bringing potential investments to high net worth individuals who decide on a case-by-case basis whether or not to participate.

Besides Management Capital, Cerce also participates in the Cherrystone Angel Group, a Rhode Island-based angel investment company that invests between \$100,000 and \$500,000 in seed money to help entrepreneurs get their ideas off the ground. Cerce describes angel investors as people who want to give back to the entrepreneurial community and make a profit while doing so. “We’re



At Cherrystone Angel Group, a Rhode Island-based investment company, Gerald Cerce '69 helps entrepreneurs launch their businesses with seed money. "At the end of the day," he says, "you're really investing in people."



like the minor leagues compared to the VC [venture capital] major leagues,” he explains. “At Cherrystone, I put my faith in evaluating the individual rather than the business plan or concept. At the end of the day, you’re really investing in people.”

Up in those VC major leagues, David Beirne’s firm Benchmark Capital makes investments that can reach as much as \$10 or \$15 million. Beirne agrees that the process of raising capital is very different for contemporary entrepreneurs than for their predecessors. “The venture capital and private equity industries have become very institutionalized over the last 30 years,” says Beirne. “I wish there had been this level of support at the time I got started.”

Venture capital and angel investing firms still generally invest at an early stage in a company’s development, but private equity firms — like Garber’s ABRV Partners — generally put larger sums of money into established, later-stage entities.

Garber says that the level of support may be higher than in the past, but that entrepreneurs still need incredible levels of persistence and marketing talent. “Entrepreneurs need the ability to sell their idea to potential partners or investors,” she says. “They have to be able to juggle the huge number of processes and people involved in starting a company and moving everyone toward a certain

goal. In my experience, the people who are most successful tend to be those who are incredibly persistent and committed.”

But being persistent doesn’t mean fruitlessly banging your head against a wall or throwing good money after bad. Garber notes that “you need to be able to step back and ask, ‘Is this a good idea? Does it have legs?’”

“Entrepreneurs have to be able to identify their own strengths and weaknesses. Then they should recruit people who will complement their skill set. Bill Gates needed Steve Ballmer as a partner to manage the business, and he was smart enough to know it.”



DAVID BEIRNE '85,
partner, Benchmark Capital

The Entrepreneurial Spirit

To many people, the idea of trying something entrepreneurial in a recession could seem foolhardy, but entrepreneurs have a knack for seeing a silver lining of opportunity even in the darkest economic times. For example, Buenaga notes that massive corporate layoffs have enlarged the pool of available talent, making it easier for entrepreneurs to find

the qualified people they need to grow their companies.

Of course, the credit crisis makes it difficult for entrepreneurs with any level of experience to get access to necessary capital. But persistent and creative entrepreneurs will always find ways to convince bankers to lend. “If the banks are shut down in New England, you find a way to go outside of New England,” says Cerce. “You go to the ends of the earth if you have to. That’s what you need to do in order to be a successful entrepreneur.”

For entrepreneurs who are lucky enough to get offered financing, Peni Garber has three words of advice: Take it all. She says that many people, reluctant to dilute their ownership stake, underestimate how much capital they’ll need and leave money on the table. “Don’t undercapitalize — take more than you think you’ll need,” she urges. “Because if you have to go back later with your hand out, the leverage in the conversation will be reversed.”

David Beirne offers a different sort of counsel — the same advice he’s given to his sons, nieces, and nephews. “I tell them that I believe entrepreneurship is the highest possible calling — the place where you find self-actualization in Maslow’s hierarchy of needs,” he says. “Entrepreneurship lets you create something in your own image that did not exist before you arrived. In my opinion, that’s the definition of career success.”

Through the GENERATIONS



Across the decades, Bryant has developed a reputation for producing great entrepreneurs. In fields from aerospace to fashion, from the Internet to private equity, Bryant alumni have a tradition of starting companies that advance to the forefront of their fields.





A MAN ON A MISSION

Thomas Marotta '67 is turning control valves into a ticket for space travel.

With more than four decades of experience in the business world, Thomas Marotta '67 knows that timing is everything. His company, Marotta Controls Inc. (MCI), develops and produces control valves and other precision-engineered components for the aerospace industry and the military. Over the years, MCI has had to calculate when to take risks on the development and production of new technologies.

Thomas Marotta's father, Patrick T. Marotta, an aeronautical engineer, started a tradition of strategic timing when he

founded Marotta Controls in 1943 to develop control valves for rocket engines. The elder Marotta built the control valves for the Bell X-1 rocket plane that first broke the supersonic flight barrier and developed pioneering control technologies for NASA's Saturn and Apollo space programs. As a result, Marotta Controls is the only privately held company to have its name on the moon.

Today, the company is still at the cusp of history, helping to develop components for missile defense and pneumatic weapons ejection systems for military aircraft. As the precision of smart bombs and missiles increases, the weight of the explosive needed to destroy the enemy target decreases, allowing the military to use clean, reusable pneumatic systems to release the weapons from aircraft. These smaller, more precise bombs cause less damage to the surrounding target area, thus reducing civilian casualties.

Marotta's company is building thousands of these pneumatic weapons ejection systems by using lean manufacturing processes and highly automated machines that check their own work. He estimates that technology has allowed his firm to stay competitive by reducing his production line manpower needs by 80 percent since the year 2000.

An emphasis on efficiency is not new to Marotta. After studying business management at Bryant, he joined his father's company in 1967. The business had endured some erratic performance over the years and the younger Marotta wanted to reduce the company's volatility and set it on a path of steady growth and profitability.

He entered the management ranks in 1972 and became president at MCI in 1980. He also spent much of the 1970s as owner

of an air freight delivery business in northern New Jersey, but sold that company in 1978 to focus on his work at MCI. "I felt it was very important to make sure that MCI succeeded," he says. "This business had a heritage to it. We had developed so many unique products, especially for the military."

For Marotta, being an entrepreneur means being willing to take risks and anticipate markets before they actually exist. It's this kind of foresight that has led Marotta to make MCI a player in the nascent commercial space travel industry. SpaceX — the Space Exploration Rocket Company — has become one major MCI customer.

"It takes a bit of vision to imagine a world of commercial space travel, but people are already paying a lot of money to buy tickets into space," says Marotta. "They obviously want to fly, and we'll be able to provide the components to help them fulfill that goal."

Today, MCI has about 150 employees based in Montville, New Jersey, and a long roster of satisfied corporate and government customers. MCI builds satellite components for Europe, valves for Japanese rockets, and missile parts for various foreign militaries. Over the years, MCI has received more than 200 patents for various controls, and still has 40 valid patents.

Marotta reflects that his company has survived and prospered for so many years through pride in its work and disciplined investment in new technologies and products. He proudly notes that his company is the only small business to twice receive NASA's George M. Low Award for quality and excellence.

"The ultimate common goal of our research and development programs is to transfer our science into competitive, real-world products for advanced, high-performance applications," says Marotta. "These applications improve the performance and survivability of our military, and ultimately reduce costs because they are designed to last. Without our highly skilled engineers and machinists, we would not be where we are today." ■



Many people have trouble finding clothes that fit them, but Patricia Kordalski had more trouble than most.

Standing 5-feet 10-inches tall, she learned to sew as a teenager just so she could make herself pants that were correctly proportioned to her height.

Kordalski knew she wasn't the only woman with this problem. Her basketball teammates at Bryant, where she studied business and marketing, had just as much difficulty finding suitable clothes. So in 1991, seven years after graduation, when Kordalski was exploring different business ideas, the notion of starting a clothing company tailored to the needs of tall women seemed like, well, a perfect fit. She called her new catalog clothing company Long Elegant Legs.

Like many entrepreneurs with a pragmatic streak, Kordalski didn't quit her day job selling computers at Digital Equipment Corporation to start her own business. For two years, she worked nights and weekends to establish Long Elegant Legs before making it her full-time job.

Kordalski started the company in her house with an initial investment of \$25,000 and two part-time employees. Today, Long Elegant Legs has grown to 22 full-time employees with annual revenues of \$7.5 million. "Bryant taught me to look beyond what you see and think about how the market is going to evolve," says Kordalski. From the time she hired her first employee, she knew the company held an important role in the marketplace. Even through the lean years, Kordalski says she never doubted that her company would succeed.

"We received so many letters from people who were overjoyed that they finally had found pants that were long enough," she says. "Especially for teenage girls, clothing and self-image are so important. We had customers writing about their daughters putting on the pants and crying because they were so happy to have pants that fit."



A PERFECT FIT

Patricia (Farrand) Kordalski '83 transforms a fashion dilemma into a business coup.



Kordalski started Long Elegant Legs as a mail order catalog company, but she quickly saw the commercial potential of the Internet and began selling online in the late 1990s. These days, the catalog serves mainly to drive Internet sales. "The Internet is a fantastic, cost-effective way to reach customers," says Kordalski. "Pretty much every week, we can contact our customers to announce new products or a sale. We can decide to have a special sale on sportswear, send out an e-mail an hour later, and get an instantaneous response."

But Internet or not, if there's one piece of advice she could give any budding entrepreneur, it would be to know how to reach his or her target market. During her first year in business, Kordalski spent money targeting her communications to tall women, only to

be disappointed with the low response rate. "I did not realize that just because the women were tall didn't necessarily mean that they would buy clothing through the mail," she explains. "After the first year, I realized that I had to match demographics with behavioral data. The women needed to have a propensity to make mail order purchases."

The current business climate may pose challenges for small entrepreneurs, but Kordalski believes there are always opportunities for new businesses. "If you have passion for your idea, and the fortitude to follow through, then you're half-way there already," she says. "Believe in yourself and ask for advice. Most people are very happy to help — you can learn a lot from their successes and failures. You just have to ask." 📧



COLLECTING SUCCESSES

From baseball cards to venture capital, Eric Bertrand '94 knows how to pick a winner.

Lots of kids love comic books. But it takes an entrepreneur like Eric J. Bertrand '94 to turn that love into a business. When Bertrand was just 16 years old, he rented retail space in his hometown of Broad Brook, Conn., (with his dad as co-signer on the lease) and opened his own specialized hobby shop selling comic books, coins, and baseball cards.

Bertrand sold the hobby shop to a small chain before starting at Bryant in 1990. While at the University, he studied applied actuarial mathematics and finance, also gaining valuable entrepreneurial experience by serving on the board of directors for the student-run corporation BRYCOL.

After graduating from Bryant in 1994, Bertrand immersed himself in the world of private equity and venture capital, first as a member in Aetna's Private Equity group, then as a partner at a New Jersey-based private equity and venture capital fund called Palisade Capital Management.

At Palisade, Bertrand helped manage \$285 million worth of investments, serving on the boards of a dozen companies. He spent a lot of time working with entrepreneurs, sometimes even temporarily joining management teams to take the role of CEO or CFO.

Most recently, he left Palisade to run the private equity group of the financial services firm Greystone & Co. While continuing to look for new acquisition opportunities, Bertrand serves as CEO of a New York-based post-production facility that Greystone acquired two years ago.

But even as he has helped other entrepreneurs fulfill their dreams, Bertrand has kept an eye out for interesting entrepreneurial opportunities of his own. He's acquired two different companies — a 19-store chain of Midwestern eye care stores and a shipping company that consolidates small package and LTL (less than truckload) volumes to help small and medium-sized companies save up to 50 percent of their shipping costs. In each case,

Bertrand and his management teams have already expanded the businesses and have plans for future growth.

Despite the difficulties caused by tight credit and declining revenues, Bertrand thinks this could be a great time for entrepreneurs with investment money. "If you're currently sitting with cash and are interested in getting into a particular industry, there are some great opportunities to acquire businesses at very low prices," he says.

On the other hand, Bertrand believes starting a business from scratch today would be tough given the difficulties of raising capital. He's adamant that entrepreneurs should be well financed before stepping into the fray. "I've seen companies that were doing well from a growth perspective, but encountered problems because they needed so much additional capital to sustain that growth and they had problems getting the financing," he explains. "You need to ensure that you have adequate contingency capital available in case revenues are not as high as planned or costs are greater than anticipated."

He credits Bryant for giving him a solid financial background plus the experience of serving as VP of retail and vending at BRYCOL. "We employed more than 100 students," Bertrand recalls. "We handled all the vending on campus and managed the on-campus bar, pizza restaurant, and retail store. BRYCOL was a real company with revenue, expenses, and even a corporate office. I learned really valuable lessons from that experience."

Based on his 20 years of being an entrepreneur, funding entrepreneurs, and working with entrepreneurs, Bertrand says hard work and tireless dedication remain the keys to success. "If you're needed in a board meeting, that's where you go," says Bertrand. "If there's a mess on the floor, you grab a mop. You do whatever you have to do to make your business succeed." ■



CLEANING UP

Joseph D'Ambrose '08 found opportunities in Web sites – and in wash cycles.

If you want evidence of how the manifestations of entrepreneurship have changed over the years, look no further than Joseph D'Ambrose '08.

Like entrepreneurial children from earlier generations, D'Ambrose had a leaf-raking business in his neighborhood while growing up.

But unlike them, he also picked up a bit of extra cash selling music and books on eBay. And he has been getting paid to design Web sites ever since he was in high school.

So perhaps it was a natural progression when D'Ambrose started two thriving businesses during his first year at Bryant University. He co-founded Normal Kings, a Web design company with his best friend John Wallace. Starting with just two clients, Normal Kings has since grown to serve more than 110 clients in just four years.

D'Ambrose started his other firm, a laundry subscription service called Expedient Laundry, with the help of classmates Michael Hajjar '08 and Anthony DeAngelis '06. While Expedient Laundry currently operates only at Bryant, D'Ambrose hopes to expand the business to other college campuses, perhaps using a franchising model.

Employees don't get to choose their co-workers, but one benefit of starting a company is getting to hand-pick your colleagues. Thanks to the success of Normal Kings, D'Ambrose has been able to hire four full-time employees, and he found it satisfying to be able to hire his sister Liz as an account manager and his longtime friend Mike as senior developer.

Even though D'Ambrose comes from the newest generation of Bryant's entrepreneurial alumni, he shares one thing in

common with previous generations — a commitment to hard work. "Being an entrepreneur is not your typical 40 hour per week job," admits D'Ambrose. "I am president of Normal Kings and partner in Expedient Laundry all day and all night. Being an entrepreneur defines you. At any moment, you might need to solve a client's problem or capture a new opportunity. You have to be ready to face whatever comes your way."

D'Ambrose believes that entrepreneurs need to balance passion and optimism with the more prosaic skills of organization and time management. To help improve the efficiency of his own company and his clients' businesses, D'Ambrose had Normal Kings design back-end intranet management systems called GoSystems. Customized for the needs of each client, these GoSystems can help companies keep

track of their workflow, calendars, new business prospects, receivables, and much more. "Because every management system is custom built to meet the specific needs of each client, no technical skill or training is necessary," explains D'Ambrose. "We also provide custom GoSystems that can organize an entire business, so all important data is available online, from any computer, in a password-protected site."

In the current recession, D'Ambrose has seen potential clients become more cautious with their budgets, but he feels confident that demand for Internet consulting services will stay strong. "In this economy, it's especially important for businesses to be represented online," he says. "Many of our clients have told us that their business has picked up since we launched their Web site. Whether they are looking for Chinese food or solar panels, the fact is that people go online these days to find what they need."

As he helps his clients navigate turbulent times, D'Ambrose likes knowing that he is the master of his fate. "To be an entrepreneur is to claim control over your life, deciding that you are going to truly write your own book in the world." 📖



ENTREPRENEURS
NEVER
SLEEP

SUCCESS
COMES BEFORE
IN THE
DICTIONARY

Teaching Entrepreneurship:

Bryant's Economic Stimulus Program

The Elevator Pitch Competition — where Bryant freshmen learn to swim in the deep end — is just one of the ways Bryant instills a spirit of entrepreneurship in students.



Hundreds of students pack into the Bello Center Grand Hall. Some sit quietly reviewing their notes. Others practice deep breathing exercises to calm their nerves. A few chatter loudly, energized by the palpable excitement in the air. And then, Bryant president Ron Machtley walks up to the podium. It's time to begin — no turning back.

At Bryant's semi-annual Elevator Pitch Competition, 13 teams of first-year students will present a 90-second new business pitch to a crowd. At the judges' table: Andy Thomas '89, former president of Heineken USA; Evie Goldfine, co-founder of Omnipoint (now T-Mobile); and Alan Hassenfeld '85H, retired CEO of Hasbro, among other business-world giants.

One after another, teams troop to the front of the Hall to sell their business proposition. "When you can't take the cold no more, we're right outside your door," chants a pair of students in support of their company GoCo, a campus establishment that would provide hot cocoa outside the residence halls. Another presenter struts to the stage wearing a pair of sneakers with his new suit. His pitch? Color Your Soles, a customizable shoe design company.

The pitches incite admiration, laughter, or amazement from the crowd.



E-Pitch competitors present a 90-second new venture pitch to business leaders, faculty, and fellow students.

(They are, after all, college freshmen — and fun is part of the sell.) At the end of the night, winners are announced, prizes awarded, and stresses finally dissipate. As a send-off, guest judge Benjamin Zander, acclaimed conductor of the Boston Philharmonic Orchestra, delivers a speech that leaves everyone motivated to go out and "dare great things," win or lose.

Bryant's E-Pitch Competition, one of the largest student competitions of its kind in the country, is part of Business 101, a trial-by-fire course required of all Bryant students. Within the first six weeks of class, student groups generate an idea for a business. They spend the remainder of the course creating a business and marketing plan, incorporating all aspects of

enterprise development while learning the fundamental skill of teamwork.

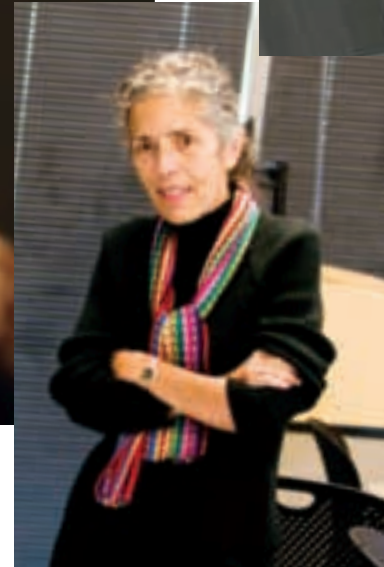
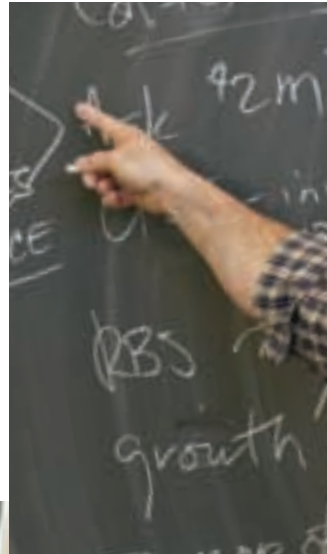
"This course is the cornerstone, the driver, of our curriculum," says Jack Trifts, dean of the College of Business. "Until someone tries to sell something, it is difficult to understand the complex, interrelated components of creating a business." He explains that Bryant, like other universities, provides students with the building blocks to effectively run an organization, e.g., accounting, marketing, and management. But unlike other schools, students at Bryant have a context in which to place their education, having been a "jack of all trades" in BUS 101.

"We don't make you wait until a senior year capstone project to try this stuff out," Dean Trifts says. "Our





Benjamin Zander, conductor of the Boston Philharmonic, was the keynote speaker at Bryant's Fall 2008 Elevator Pitch Competition.



Sandra Enos, Ph.D.

students are learning to swim in the deep end in their first semester."

A Tradition of Innovation

This learn-by-doing philosophy is not new to Bryant. The school began in 1863 as part of Henry Bryant and Henry Stratton's venture to create practical business-education opportunities throughout the country. Students, many straight off of Civil War battlefields, entered only with the requirement that they could read English, and months later they would graduate fully prepared for a job. Bryant's early Providence-based students attended lectures, but most of their learning occurred in rooms adjacent to the lecture hall set up as mock-banks, stores, and offices. As the college became a private venture, breaking from the Bryant and Stratton chain, it continued to hold practical learning and innovative skills instruction at the center of its curriculum.

Fast-forward to 2007: Cary Collins, a professor of finance with a history of owning businesses and consulting for new enterprises, joined Bryant as the Trustee Professor of Entrepreneurship. With direction from Dean Trifts and President Machtley, he formed a working group to explore ways to enhance entrepreneurship programs and develop the curricula. As of this spring, Bryant has added an entrepreneurship minor, and a major degree program is being developed.

James Segovis, executive in residence in Bryant's management department, is one of the faculty members who have been integral in curriculum development. "Bryant students really learn how to create and organize a venture, and it doesn't matter if it is a profit or a nonprofit," he says. "Programs at other institutions might just be high-tech or medical-focused, but I see us in a much more hybrid model. We offer a critical skill set."

In particular, Segovis feels that philanthropy has changed people's view of business. At the national Collegiate Entrepreneurs Organization (CEO) student-group conference last fall, Segovis noticed a growing number of sessions about nonprofit entrepreneurship. "For them it's not just about making the money, it's about giving back," he says. Segovis sees this as a millennial paradigm shift from the days of will-it-make-me-rich mentalities.

Sociology professor Sandra Enos is also a member of the working group for the entrepreneurship program. She believes that Bryant students want to make a contribution; they want to make a difference. "In our classes, we help students learn how to be change makers," she says. "Through in-class instruction and service learning experiences, they are introduced to



Cary Collins, Ph.D.

innovative social entrepreneurship practices, which are not only applicable here in the United States but also globally.”

Crossing the Aisle

To address the need for social-based enterprise skills, and to reflect Bryant’s focus on providing students with an education that integrates business and liberal arts, faculty from both the College of Arts and Sciences, like Enos, and the College of Business, like Segovis, were brought to the table to design the best possible ways of teaching entrepreneurship. According to Dean Trifts, this kind of collaboration is unique to Bryant. “At other universities, the barriers between departments, and especially between colleges, are distinct,” he says. “The entrepreneurship program doesn’t fit into any department. It’s a program with

the support of all faculty — we don’t see barriers here.”

What this affords the University is curricular and co-curricular programs designed and supported by an eclectic group of individuals. And what many of them bring to the table, a past that includes business ownership *and* a Ph.D., will provide students with a competitive advantage, according to Trustee Professor of Management Mike Roberto. “A lot of entrepreneurship programs out there have either great academics who can lay out theory or seasoned entrepreneurs who can tell war stories,” he explains. “But the faculty teaching entrepreneurship at Bryant have this kind of hybrid background — it’s hard to find people like this, and we have several.”

Critical Outcomes

With a well-rounded faculty and blended curriculum in place, Bryant is committed to prepare students for the global economy that each of them will face upon graduation. Hakan Saraoglu, professor of finance, feels that students interested in entrepreneurship have to be ready for the fast pace of business today and the increased focus on globalization. For example, he says, they might have to go to China to make a prototype and to Vietnam for manufacturing. “You have to be prepared to draw on resources throughout the world and understand the cultures you are working with,” he explains.

Time management and project management skills have become increasingly important components of business planning and execution as well, says Saraoglu. “If you come up with an innovative concept, you have to be very fast about bringing it to market because there are probably many other smart people out there thinking about the same thing,” he says.

Although a number of students will graduate from Bryant prepared to launch a business or product, that is not the overarching goal of the program. “If they work at an organization, they’ll become ‘intrapreneurs,’” says Segovis. “They’ll have to create new markets, new business divisions, and learn how to manage working as change agents in the context of their organizational setting.”

Segovis also feels that part of being an entrepreneur is discovering the right position for you. “I don’t teach someone to find a job, I teach them to create a job,” he says. “Don’t depend on the company. Your happiness lies in creating an opportunity and exploiting those opportunities.”

Mike Roberto echoes the sentiment: “We’re preparing students for their life, not just the day they graduate.”

Many thanks to Bryant faculty who also contributed to this article: Lori Coakley, Ph.D., associate professor of management; and Sandra Potter, Ph.D., adjunct professor of marketing.

RECENT ENTREPRENEURIAL HIGHLIGHTS

In the last 20 years, many new developments have added structure to Bryant students’ passion for innovation.

1992: Professor Jack Keigwin, an Ernst and Young Entrepreneur of the Year, begins teaching Leadership and Entrepreneurship, inspiring many students with his stories from the field.

1990s: BRYCOL, a student-run multi-business venture, affords hundreds of Bryant students real entrepreneurship expertise.

1996: The Chafee Center for International Business (previously the R.I. Export Assistance Center) and the R.I. Small Business Development Corporation (housed at Bryant from 1983–2005) engage students in internships and provide a resource for research.

2001: Troy Byrd ’00 joins Bryant as the head of the Global Entrepreneurship Program and launches Bryant’s Elevator Pitch Competition.

2006: Cary Collins, Ph.D., joins Bryant as the Trustee Professor of Entrepreneurship.

2007 & 2008: Bryant’s Collegiate Entrepreneurship Organization (CEO), a popular co-curricular program, is named best chapter in the country.

2008: Students in Free Enterprise (SIFE), the organization’s New England Regional Competition winner, consults for local businesses.

SPOTLIGHT ON: ATHLETICS

In the first season of Bryant's four-year transition to full Division I membership, the Bulldogs proved that they have the talent, energy, and drive to take on the competition — and succeed.

FALL SPORTS TRIUMPH IN DIVISION I TRANSITION

All eyes were on Bryant's fall sports teams as the Bulldogs embarked on their first season of Division I competition. The University's student-athletes rose to the challenge and came away with several highlights.

Women's soccer wasted little time securing the school's first Division I win, knocking off Northern Colorado, 3-2 in overtime, on August 22. Men's soccer followed suit a few weeks later with a 2-0 win at University of Richmond. Each program notched wins over Division I



Julie Geomotti '10 (Louis Park, Minn.)

opponents, capturing a total of 33 wins combined.

Soccer wasn't the only stand-out. Football posted a winning season, earning them a spot in the NCAA Division I history books (see story, right). The volleyball team knocked off Providence, Holy Cross, Quinnipiac, and Dartmouth en route to 16 wins on the season. Cross country placed ninth at the Northeast Conference championships, men's tennis defeated Hofstra, and women's tennis picked up a solid win over Providence College, while field hockey capped off its season with a well-deserved 3-1 win at Siena.

Perhaps the highlight of the fall came in men's golf. Led by the play of **Alex Daley '11** (Hudson, Mass.), **Jason Thresher '10** (West Suffield, Conn.), **Scott Congdon '10** (Foxboro, Mass.), **Mike Pyne '10** (Foxboro, Mass.), and **Erik Tankenow '11** (Worcester, Mass.), the Bulldogs captured the New England championship with a first-place finish. They defeated more than 40 schools from around the region including Yale, Harvard, Dartmouth, URI, Brown, Boston College, University of Connecticut, and Holy Cross. Daley tied for first place at the New England championships, while Thresher

ATHLETES SUPPORT R.I. FOOD BANK



Last fall, the Student-Athlete Advisory Council (SAAC) sponsored a food drive for the Rhode Island Food Bank. Student-athletes collected more than 400 pounds of canned food at a Bulldogs football game, in the residence halls, and in the Unistructure rotunda.

enjoyed a tremendous fall season including a first-place finish at the Yale Invite.

The strength of these programs and the dedication of Bryant's student-athletes during this sports season have established the University as a new and powerful force in NCAA Division I athletics.

PRESSLER NAMED HEAD COACH OF 2010 U.S. MEN'S LACROSSE TEAM

Bryant men's lacrosse coach, Mike Pressler, has been named head coach of the U.S. men's lacrosse team that will compete in the 2010 Federation of International Lacrosse (FIL) World Championship in Manchester, England.

Pressler, who recently began his third year at Bryant, was an assistant coach for the 2002 U.S.

team that won the International Lacrosse Federation (one of two organizations that merged to form the FIL) World Championship in Perth, Australia. However, the U.S. will almost certainly be an underdog at the 2010 championships, and Pressler and Team USA will meet with stiff competition.

Based on his successful collegiate coaching career, compiling a 229-102 record in 22 seasons, Pressler is sure to be up for the challenge. "Mike is an outstanding coach who commands great respect throughout the lacrosse community," says Bryant athletic director **Bill Smith**. "He has enjoyed extreme success everywhere he has been and will undoubtedly continue to do so in this new endeavor."

DIVISION I FOOTBALL: BULLDOGS POST WINNING SEASON

As the 2008 Bryant football season opened, many fans had tempered expectations. After all, this was Bryant's first year competing at the Division I level and no one knew for sure just how the Bulldogs might adapt.

But after wrapping up a successful season with a 23–0 win at Saint Francis, one thing is certain: the Bulldogs belong in Division I. With seven total wins on the season, Bryant earned a spot in the record books by having the second-most wins by a school playing its first season of NCAA Division I-AA football.

Behind a prolific offense featuring two potent running backs and one of the nation's stingiest defenses, fifth-year coach **Marty Fine** led the Bulldogs to the program's fourth-straight winning season. The Bulldogs have demonstrated marked future promise for a program that is only 10 years old.

Following wins over Merrimack and Southern Connecticut to start

the season, Bryant made history on September 27 with a 24–14 win over Wagner College on Staten Island. It was the program's first victory over a Division I opponent.

Junior **Jerell Smith '10** (Brooklyn, N.Y.) rushed for 143 yards, and the defense held Wagner to only 219 yards of total offense in the win. After transferring from Howard University, Smith has enjoyed a breakout year rushing for a team-best 1,254 yards and scoring six touchdowns. Teammate **Lindsey Gamble '10** (Roxbury, Mass.) added 792 yards rushing on the season and scored seven touchdowns, giving Coach Fine's Bulldogs a talented one-two punch out of the backfield.

Wins soon followed against Robert Morris and Duquesne as the Bulldogs closed out the year with a three-game win streak capped by the shutout win over Saint Francis in Loretto, Pa.

Forcing 30 turnovers, Bryant's defense held a top-five ranking



Offensive lineman Patrick Gauthier '10 (Woonsocket, R.I.)

for much of the season, including no. 1 at one point for turnovers gained. The defense intercepted a school-record 17 passes and forced a school-record-tying 13 fumbles. **Paul Polomski '10** (Franklin, Mass.) and **Bryce Martins '09** (Uncasville, Conn.) each had three interceptions while freshman **Samad Wagstaff '12** (New Rochelle, N.Y.) picked off five passes in the first two games alone. **Don Smith '10** (Attleboro, Mass.)

led a powerful defensive line that racked up 30 quarterback sacks on the season with Smith accounting for nine by himself.

With Jerell Smith and Gamble providing the rushing offense behind quarterback **Jay Graber '08** (Clarksburg, N.J.), the Bulldogs closed out the year strong. Smith rushed for more than 100 yards in seven games including a career-best 221 yards against Southern Connecticut. Graber was steady in the pocket, completing a school-record 57.9 percent of his pass attempts for 1,676 yards and 13 touchdowns. Graber's primary target was senior **Ross Giffune '09** (Foxboro, Mass.) who caught a team-best 29 passes for 340 yards. He caught his first career touchdown pass in the season finale.

Following two consecutive NCAA playoff appearances and despite not being eligible for the postseason play until 2012 (as part of the provision for school's reclassifying to Division I), Bryant's 2008 football season will certainly be remembered as one of its best ever.



Jerell Smith '10 (Brooklyn, N.Y.) rushed for 1,254 yards on the season.



Quarterback Jay Graber '08 (Clarksburg, N.J.)

SPOTLIGHT ON: FACULTY

Bryant faculty regularly showcase their expertise by publishing books and articles, presenting at conferences, and even delivering special, on-campus lectures. This year many new accomplished academicians join their ranks, contributing to the University's unparalleled knowledge base.

UNDERSTANDING THE ECONOMIC CRISIS

Late last August, the Chafee Center for International Business at Bryant University hosted an Economic Summit featuring Bryant faculty and alumni sharing scenarios for resolving issues that threaten economic security. Keynote speaker David Walker, CEO and president of the Peter G. Peterson Foundation and former U.S. comptroller general, spoke about his mission to focus the government's attention on

the consequences of an out-of-control national deficit.

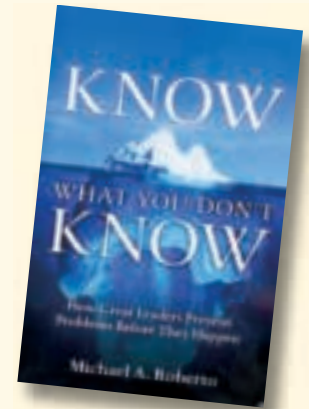
Two weeks later Wall Street suffered its worst decline in decades. As officials in Washington created a bailout package, Bryant faculty once again shared their expertise with the public on October 6 at a symposium titled "Financial Markets in Crisis: What It Means for You." Hundreds packed Bryant's Janikies Theatre to hear from Bryant University professors Peter Nigro and M. Cary Collins, both leading scholars and practitioners in the fields of

banking, mortgages, and credit. They spoke about what led to the growth and collapse of the subprime lending market, what policy steps have been taken, and how to create a more stable and resilient financial market.

With the success of these two events, Bryant faculty demonstrated their active contributions to a better understanding of the issues surrounding the crisis and its future implications.

WHAT YOU DON'T KNOW MIGHT HELP YOU

Do you worry about the bad news that you have not heard yet? If so, you may find answers in trustee professor of management Michael Roberto's newly published book, *Know What You Don't Know: How Great Leaders Prevent Problems Before They Happen* (Financial Times Press). This book provides practical advice on how to identify the threats that may cause major pain for your enterprise and details the seven key capabilities that every leader must develop to become a better problem-finder.



Roberto has been at Bryant for three years. He is the author of *Why Great Leaders Don't Take Yes for an Answer* (Wharton School Publishing) and was previously a faculty member at Harvard Business School. His research, teaching, and consulting focus on strategic decision-making processes and senior management teams.

On May 5, 2009, Roberto will share his insights at a seminar offered through the Executive Development Session at Bryant. In the session, which is designed to benefit members of top management teams, Roberto will show participants how to stimulate dissent and debate, and use conflict to build consensus. As he does in his books, Roberto will draw on case studies from leading corporations to explore how leaders can achieve "diversity in counsel, and unity in command."

To register for Roberto's seminar visit edc.bryant.edu or call (401) 232-6200. To buy a copy of his books, log on to bryant.bkstr.com or visit your favorite bookseller. (Roberto will also speak at the Alumni Leadership Weekend in April, see pg. 31.)



Peter Nigro, Ph.D.



Cary Collins, Ph.D.

BRYANT WELCOMES NEW FACULTY

This year, nine faculty members joined the Bryant academic community.

College of Arts and Sciences



Allison Butler, Assistant Professor, Applied Psychology; Ph.D., Boston

College; M.Ed., University of Virginia; BS, The College of William & Mary

Christopher Morse (*photo not available*), Assistant Professor, Communication; Ph.D., Pennsylvania State University; MA, Illinois State University; BS, Pennsylvania State University

College of Business



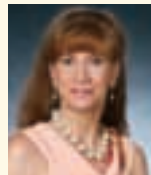
A. Can Inci, Associate Professor, Finance; Ph.D., University of Michigan;

MBA, Ohio State University; MS, University of London; BS, Bogazici University



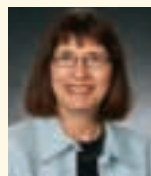
Crystal Jiang, Assistant Professor, Management; Ph.D., Temple University;

MBA, University of Maine; BA, Shandong Normal University, China



Teresa McCarthy, Assistant Professor, Marketing; Ph.D.,

University of Tennessee; MS, University of Rhode Island; BS, University of Massachusetts



Jane McKay-Nesbitt, Assistant Professor, Marketing; Ph.D., M.Sc.,

B.H.Ec., University of Manitoba



Sangcheol Song, Assistant Professor, Management; Ph.D., Ohio State University;

MBA, BA, Yonsei University, Seoul, Korea



Srdan Zdravkovic, Assistant Professor, Marketing; Ph.D. candi-

date, St. Louis University; MBA, University of Southern Indiana; BS, University of Evansville



Xiaochuan Zheng, Assistant Professor, Accounting; Ph.D., Drexel University; MS,

University of Mississippi; MS, Graduate School of People's Bank of China; BS, Renmin University of China

BUSINESS 101 PROFESSOR INSPIRES BUDDING ENTREPRENEURS

David Greenan knows Bryant University. He is an alumnus, class of 1973, and after working for 25 years in various management positions in retail, banking, and manufacturing, Greenan returned to Bryant to seek alumni career counseling. What he ended up with was a job.

Greenan worked briefly as the interim director of Bryant's Executive Development Center (previously the Center for Management Development). Then he was hired as the director of development operations and communications for *The Campaign for Bryant – It's About Changing Lives*, the first comprehensive capital campaign in the school's history. While working on this new initiative, Greenan

decided to pursue an MBA — where else, but at Bryant.

In five years, he finished his degree — and when the capital campaign was successfully completed, Bryant offered Greenan another opportunity: teaching. Today, he teaches in the Bryant Graduate School of Business and is a full-time instructor of Business 101, a mandatory course that provides what Greenan refers to as “an immersion in everything there is to know about business.” (See page 16 for more about BUS 101.)

Not content to work with students in the classroom alone, Greenan is the advisor to Students in Free Enterprise (SIFE) and the Society for Human Resource Management (SHRM), and garnered recognition

as Advisor of the Year 2008 for his dedication. His most recent venture is as cohost of “Rubie and the Green Machine” on WJMF, Bryant's student-run radio station. The program's focus is on environmental initiatives at the University.

Overall, Greenan is thrilled to be a part of the Bryant community, and to have been so for such a long time and in so many different roles. “In the various positions I've held, I always felt that my Bryant training served me very well,” he shares. “I love passing that tradition on to a new generation of business people.”

Listen to “Rubie and the Green Machine” streaming live on Wednesday nights at www.wjmf887.com.



SPOTLIGHT ON: CAMPUS

The University's prestigious awards and notable events inspire a sense of pride throughout the Bryant community.

YOU NEVER KNOW WHO MIGHT DROP BY

The past several months have been packed with prominent visitors to campus. Here are just a few of the personalities that came to educate and entertain the Bryant community:

Quartetto Gelato kicked off the President's Cultural Series with music described as classical in intent and eclectic by design. The group's relaxed stage presence and humor established an immediate rapport with the Bryant audience, who packed Janikies Theatre for the performance.

The Series continued in February with soul and gospel legend Mavis Staples. The

Rock and Roll Hall of Fame inductee wowed the audience with her solo hits, as well as Staples Singers favorites such as "I'll Take You There" and "Let's Do It Again."

Student organizations have also been active in bringing big names to campus this year. The Student Arts and Speaker Series sponsored a presentation by filmmaker Morgan Spurlock. The director and producer spoke to students about his experiences making the documentary *Super Size Me*, which examined the health effects of eating nothing but McDonald's food for a month, as well as his television series *30 Days*.



As part of the new Student Arts and Speaker Series Morgan Spurlock, the director of *Super Size Me*, spoke to students about his experiences as a filmmaker.

Other speakers included Danny Smith, the Rhode Island-raised executive producer and writer of the hit Fox television series "Family Guy," who spoke about his journey to Hollywood, and Tedi Bruschi of the New England Patriots. Bruschi shared his inspirational story of success in the NFL and his recovery from a stroke.

For a full list of upcoming events, visit the Bryant Calendar at www.bryant.edu.

MACHTLEY WINS BUSINESS EXCELLENCE AWARD

The *Providence Business News* (PBN) named President Ronald K. Machtley the winner of the 2008 Business Excellence Award in the category of Business Leadership. Machtley, who became Bryant's seventh president in June 1996, was singled out for his leadership in transforming the school from a business college to a university comprising the College of Business and the College of Arts and Sciences.

Improving Bryant's fiscal health was among President Machtley's notable accomplishments cited by PBN. Under his tenure, revenue has more than doubled with annual surpluses that are reinvested in educational programs, facilities, and scholarships. Machtley has also led Bryant to consistent rankings among the nation's leading universities (see related story, right).



Quartetto Gelato kicked off this year's President's Cultural Series with a lively performance in Janikies Auditorium.



Mavis Staples

**ONE-YEAR MBA:
SHORT-TERM INVESTMENT,
LIFELONG RETURNS**

Bryant's two-year MBA program is a fulfilling challenge for part-time graduate students. But for those who choose to take the fast-track to their degrees, Bryant has designed a full-time, one-year MBA program.

The one-year MBA provides a foundation in leadership and management with course work that focuses on the functional and strategic areas of business. In addition, the program's business practicum is a team-based experience where industry executives serve as mentors throughout the practicum and beyond.

Like those in the two-year MBA program, one-year students are members of a cohort, moving together through the entire

program. This community of peers creates a culture of support and becomes the foundation of a professional network.

Classes begin in the fall semester and applications are accepted on a rolling basis. Call 401-232-6230 or e-mail gradprog@bryant.edu.

**BRYANT AMONG BEST
UNIVERSITIES**

Bryant continues to rise in the national rankings that assess academic excellence among U.S. colleges and universities.

This year, Bryant earned the no. 16 ranking among the Best Universities — Master's (North) in the 2009 "America's Best Colleges" issue of *U.S. News & World Report*. It is the fourth consecutive year the University has been ranked in

the top 20, moving up the list one spot each year since 2006.

In *BusinessWeek's* annual polls, Bryant has also moved up the list. Notably, Bryant ranks 30th in *BusinessWeek's* recruiter survey, rising by 67 points from last year. The survey queries corporate recruiters that hire thousands of business majors about which programs turn out the best graduates, and which schools have the most innovative curricula and effective career services. In addition, the University moved up five points to no. 59 in the publication's overall rankings.

Bryant was also included among the best U.S. institutions in the 2008 edition of The

Princeton Review's annual book, *Best 366 Colleges*. Only about 15 percent of the four-year colleges in America were chosen for inclusion. In the two-page profile about Bryant, The Princeton Review quotes extensively from Bryant

students. The University's student-centered approach drew particular praise. This year also marked the second year in a row that the Bryant Graduate School's

MBA program has been included in *Best 296 Business Schools*, also published by The Princeton Review. The editors cite Bryant's excellent facilities as well as the cohort and team approach in its part-time MBA program, initiated in 2006.



HISTORIC ARCHWAY GETS COMPLETE RESTORATION



The Archway restoration project was made possible by the generosity of the Class of 2008, which raised nearly \$31,000. Tradition dictates that to pass through the Archway before Commencement is bad luck.

**SPOTLIGHT ON: CAMPUS
(CONTINUED)**

**MACHTLEY KEYNOTE SPEAKER
AT BEIJING CONFERENCE**

In early December, Bryant president **Ronald K. Machtley** had the honor of serving as the keynote speaker at the opening ceremony of the annual Confucius Institute conference in Beijing. In attendance were more than 2,000 leaders from around the world, including 200 presidents of institutions that host a Confucius Institute.

"Each of us has our own national interests, and our pasts are different, yet we are here today — bound by a common interest — to understand China through its language and its culture," he said after greeting the crowd in Chinese.

Machtley emphasized the support of the Confucius Institute in developing world-class educational opportunities for Bryant students. More than 300 students have studied in China since the Institute's founding in 2005, while



Bryant president Ronald K. Machtley

30 percent of faculty, 80 percent of senior administration, and 33 percent of board of trustees members have traveled to China in support of the University's goals.

"Only with the designation of Bryant University as a Confucius Institute, and with the resulting resources from this partnership, have we been able to more fully implement a China strategy across the whole University and into our surrounding communities and businesses," he said.

Bryant was recognized with the official designation of a Confucius Institute in 2006 and is one of 52 centers around the country dedicated to the promotion of Chinese language and culture.

**BUSINESS PROGRAMS
REACCREDITED, PRAISED**

Bryant's undergraduate and graduate business programs remain among the world's best, according to AACSB International — The Association to Advance Collegiate Schools of Business, which reaffirmed Bryant's AACSB accreditation earlier this month.

Less than 5 percent of the world's business schools are accredited by AACSB International. The association comprises more than 1,100 educational institutions, businesses, and other organizations in 70 countries and is dedicated to advancing business education worldwide. Bryant has maintained its AACSB designation since it was first accredited in 1994.

To maintain accreditation, the College of Business must meet specific AACSB standards of excellence. A team of business school deans visited the Bryant campus in early November to evaluate the programs as they relate to the University's mission, strategic management of resources, interactions of faculty and students in the educational process, and achievement of learning goals in degree programs.

AACSB International commended Bryant for the University's continued efforts to create an innovative and stimulating educational experience for undergraduate and graduate students. The evaluators were particularly impressed by Bryant's culture of academic program assessment, engagement, and educational programs that respond to the needs of the marketplace.

ARCHWAY FINANCIAL FORUM

On February 24, the Bryant community gathered for the annual Archway Financial Forum. Sponsored by Fidelity Investments and Strategic Financial Group, the event offered attendees a chance to hear from Richard Fisher, president of the Dallas Fed.

As a voting member of the Federal Open Market Committee (FOMC) in 2008, Fisher witnessed what he calls "historic economic developments during a tumultuous year." He shared his experiences with the audience and offered his view of the future economic climate.

The Archway Financial Forum is a yearly event that includes panel discussions and a keynote address as a way to inform students in the Archway Investment Fund (AIF) program. Established in 2005, the AIF allows students to use their classroom knowledge to research and buy stocks with money given by the Bryant Board of Trustees.



Richard Fisher

US-CHINA INSTITUTE CELEBRATES NEW YEAR



In early February, the U.S.-China Institute at Bryant commemorated 30 years of diplomacy between the U.S. and China and celebrated the Lunar New Year with a special American performance debut by Chinese Art Troupe (affiliated with the Renmin University of China).

**WOMEN'S SUMMIT™ 2009:
CHAMPIONS IN A CHANGING
ENVIRONMENT**

On March 12, Bryant University welcomed more than 900 women and men for a presentation of "Champions in a Changing Environment" at the 12th Annual Women's Summit. The event featured esteemed keynote speakers and 19 powerful workshops.

The day began with passionate keynote speaker Mireille Guiliano, a groundbreaking entrepreneur and internationally respected marketing innovator who served as president and CEO of the wine and champagne company Clicquot, Inc. To the delight of the audience, Guiliano gave advice and shared anecdotes to inspire women in the business community.

After the morning breakout sessions, everyone gathered for a luncheon and the presentation of the 2009 Bryant University Women's Summit New England Businesswoman



Mireille Guiliano



Jean Chatzky



Dominique Dawes

of the Year Award. This year's award was given to Cheryl Watkins Snead, president/CEO of Baneker Industries and a Bryant trustee.

The luncheon ended with an address by award-winning journalist and author Jean Chatzky. In her speech, Chatzky shared her insights on the current economic climate and how

to navigate through the myriad financial responsibilities we all face.

The final keynote speaker of the day, Dominique Dawes, inspired attendees with her unique experiences as the first African American to compete as a member of the U.S. Olympic gymnastics team. Today, Dawes is a coach, entrepreneur, international sports commentator, and actress, as well as an advocate for health issues and equality for women. She also discussed her tireless efforts to inspire high self-esteem in girls and women alike as spokesperson for The Girl Scouts/Unilever Self-Esteem Program and the Dove Campaign for Real Beauty.

The Summit closed with a networking reception where attendees connected, relaxed, and discussed the many ways they were inspired and empowered throughout the day.

To join the Women's Summit mailing list, visit www.bryant.edu/wsummit.



Kati Machtley, director, Women's Summit

Bryant is grateful for the 2009 Women's Summit sponsors and supporters, including:

Platinum Sponsor

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Silver Sponsors

Amgen; BankRI; CVS/Caremark; FM Global; Hinckley; Allen & Snyder LLP; IKON; Navigant Credit Union; PricewaterhouseCoopers; and Sensata

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SPOTLIGHT ON: STUDENTS

Bryant students are hungry for knowledge, and they take every chance to explore co-curricular opportunities that will help them succeed in life and in their chosen profession.

ANOTHER BEST-CHAPTER WIN FOR CEO

Winning is becoming a habit for Bryant's chapter of the Collegiate Entrepreneurs' Organization (CEO). At the CEO National Conference in Chicago, the group took home Best Overall Chapter honors for the second year in a row. In addition, **Lauren Amarante '11** (Meriden, Conn.) won the Student Leader of the Year award and **John Botte '11** (Smithtown, N.Y.) was honored for designing the best CEO chapter Web site.

Despite being one of the smaller schools participating, Bryant boasted one of the largest contingents at the conference with 63 students taking part. It has been a meteoric

rise for Bryant's CEO chapter, which has grown from eight members in 2005 to 150 members today.

Among its many activities, CEO is involved in community service, participating in Pumpkin Fest to raise money for Camp Sunshine, a retreat in Maine for children with life-threatening illnesses. The group also partners with Bryant's Global Entrepreneurship Program and Business 101 classes to hold an elevator pitch competition each semester. One of the organization's newest ventures is the student-run nonprofit organization CEO Consulting. And, last summer, Bryant's CEO led a trip to China for 10 students during the Beijing Olympics.



Lauren Amarante '11, National CEO Student Leader of the Year award winner

CLASS TRAVELS TO THE INAUGURATION



It was a once-in-a-lifetime experience for 15 Bryant students who traveled to Washington, D.C., for the inauguration of President Barack Obama. The trip was scheduled as part of a special topics course taught by Richard Holtzman, assistant professor of political science.

TEACHING HIGH SCHOOLERS ABOUT CAPITAL MARKETS

Now more than ever there is a need to become educated on the impact of global markets.

Myoung Gon (Charlie) Ryu '12 (Pohang, South Korea) believes that he can help people understand this system as early as high school.

Ryu is among a select group of 45 students nationwide taking part in the Students in Free Enterprise (SIFE) Capital Markets Program sponsored by the Goldman Sachs Foundation. As part of the program, Ryu created and implemented a lesson plan to teach high school students about capital markets. The curriculum challenges students to study global business customs

and ethics, and to explore the differences between various countries' capital markets and markets in the United States. In the end, students pick the country they think is best for investing.

Results of the project will be judged by representatives from SIFE and Goldman Sachs. The top five teams will present their ideas to financial analysts from around the world at a Capital Markets Summit to be held in July in New York City. The final competition will include the winners from the United States, as well as China and France, where identical competitions are being held.

SOCIAL ENTREPRENEUR SPREADS HIS LOVE OF READING

Kyle Baldwin '12 grew up surrounded by books and developed an insatiable love of reading. When a high school project made him aware that thousands of children are brought up with empty bookshelves, he was compelled to act.

In the spring of 2006 Baldwin started My Own Book with his younger brother, Brady. The nonprofit organization brings new books to underprivileged children across the country. Since its launch, Baldwin's company has donated 15,000 books and attracted national attention.

"Running a nonprofit organization is a great opportunity to help others while gaining practical experience," Baldwin says.

"It's a great way to spread your passion."

Among their distribution events, last fall My Own Book hosted "Sharing the Joy of Reading Coast to Coast." Representatives from Providence, R.I., to Fairfield, Calif., (Baldwin's hometown) read and distributed new books to children as part of the national Day of Action, the first initiative to come out of the ServiceNation Summit. Baldwin and his brother attended the Summit in New York City last year along with more than 600 business and community leaders of all ages and sectors. Kyle and Brady were two of the youngest leaders to attend the event, which also welcomed presidential candidates and U.S. senators John McCain and Barack Obama.

Baldwin credits Bryant with giving him the tools he needs to effectively run his organization. "I'll be sitting in class and we will be discussing a case study, and I can relate it to My Own Book," he says. Enhancing his Web site and developing a cohesive plan to present to publishers and donors are two improvements that Baldwin attributes to what he's learned at Bryant. And outside of class, Baldwin's cocurricular involvement has helped him gain more optimism and confidence. "The more I have been exposed to at Bryant, the more I've been inspired to develop the program," he says.

Visit www.myownbook.net to learn how you can support this social venture.



ACTUARIAL MATH STUDENTS EXCEL IN NATIONAL COMPETITION

Last semester, four Bryant students arrived at Travelers Insurance corporate headquarters not sure what to expect, but ready for anything. **Thomas D'Onofrio '10** (Ellington, Conn.), **Sarah Linszner '09** (Billerica, Mass.), **David Loehr '10** (North Kingstown, R.I.), and **Lauren Prue '10** (Griswold, Conn.) made up one of seven teams competing in the first national Actuarial Case Competition.

After three hours of research on an environmental issue that affects homeowners insurance (a topic received at the competition), the team presented their findings to

judges on location in Hartford, Conn., and via teleconference to judges at Travelers' St. Paul, Minn. offices.

Bryant came away with a third-place finish based on depth of research, understanding of the problem, creativity of the recommendations, and quality of the presentation. Even more impressive was that Bryant's team of four competed against teams of six from other schools.

Jim Bishop, a professor of mathematics who accompanied the team to Hartford, says the competition was a good opportunity to see theory in action. "It was great practical experience for the students to analyze risk and price it in the real world," he says.

"AMERICA'S GLOBAL COLLEGE FORUM" ON VOICE OF AMERICA

Bryant students represent 45 countries across the globe.

Two international students,

Gergely "Nemo" Nemeth '09 of Hungary and **Deidre Fraser '09** of Jamaica, were chosen to share their experiences studying in the United States on "America's Global College Forum." The audio newscast aired on Voice of America

(VOA), a multimedia international broadcasting service funded by the U.S. government through the Broadcasting Board of Governors.

The VOA broadcasts approximately 1,500 hours of news programming every week to an estimated worldwide audience of 134 million people. For a link to the podcast profiles, visit the Bryant newsroom at blogs.bryant.edu/newsroom.



Deidre Fraser '09



Gergely "Nemo" Nemeth '09

SPOTLIGHT ON: ALUMNI

With more than 40,000 graduates in their ranks worldwide, Bryant alumni have access to an expansive and supportive network of professionals. Whether it's at a Division I basketball game, a leadership event for donors and volunteers, or on Facebook and LinkedIn, alumni are making connections that lead to renewed friendships and professional opportunities.

STAY CONNECTED ONLINE


One of the unique benefits of holding a degree from Bryant is the full power of the alumni network. The advent of social networking Web sites makes staying

in touch with your peers easier and more effective than ever.

To get started, enroll in the University's secure alumni online directory where you can update your home and

work information, add a class note or picture, and upload your resume. Bryant's online directory provides access to 40,000 alumni living around the globe. Only alumni are allowed to see the information — and you choose exactly what can be viewed. Contact alumni@bryant.edu for your identification number, or, if you are a recent graduate, use your Banner ID number.

You can then create a direct link between the online directory and

 Facebook by adding the Bryant University Alumni Connections application to your Facebook profile. Through the Alumni Connections "app" you can find upcoming Bryant events in your area, change and update

your alumni profile, search for classmates, and more. (Step-by-step instructions are available at www.bryant.edu/alumni.)

Another way you can make connections with fellow

 alumni is through Bryant's

LinkedIn network. Search for the Bryant University Alumni Association Group on LinkedIn.com to join.

More and more alumni are connecting online and through Bryant's regional alumni network events: participation in both LinkedIn and Facebook has grown by 100 percent in the last three months. Get started today to check in with former classmates and develop new professional relationships.



MIKE DIONNE '74 FINDS HIS CALLING SERVING THE COMMUNITY

Changing careers after 25 years isn't exactly commonplace, but **Mike Dionne '74** had been feeling the pull of what he considered his "true calling" for years.

In 1999, Dionne had a successful career as a senior vice president at a Silicon Valley software company when his wife, Mary, became ill. Wanting to be closer to both of their families and to the excellent health care in New England, the couple packed up and went back east.

"My wife and I were very grateful for the success we had enjoyed throughout our careers," says Dionne. "Once we were settled in our new home, we decided the time was right to think about how we could give back on an ongoing basis."

Based on the premise that "Rhode Island's children are everyone's business," the Dionnes created the Nina Foundation, a nonprofit organization named after Mary's recently deceased mother that is dedicated to charitable work on behalf of children.

"My mother-in-law, Olga "Nina" Sullivan Bertuglio, had more than 50 grandchildren and great-grandchildren," says Dionne, who serves as executive director of the Nina Foundation. "What made her exceptional was that she enjoyed a special relationship with each and every one of them. The Nina Foundation is her legacy."

Dionne worked with Bryant associate professor of sociology Sandra Enos to identify a specific area of need for R.I.'s families: a

home-like atmosphere in an urban area to support court-ordered and agency-mandated family visits that provides a more comfortable environment than previous facilities.

"This building, Nina's House, will also offer internships for sociology, early childhood development, nursing, language arts, and public service students," says Dionne. "Our goal is to have a facility in each of R.I.'s four regions in which there is a Department of Children, Youth, and Families office."

Becoming a social entrepreneur is gratifying, says Dionne. "When you start an enterprise with your passion, your reward is contributing to its operation."

MICHAEL FISHER '67 NAMED BOARD CHAIR

After three years as chair of the Bryant Board of Trustees, **Thomas Taylor '63, '98H** has passed the torch to **Michael Fisher '67**, managing director (retired) of Barclays Global Investors (BGI). Fisher, who resides in Arizona, began his career in investment management more than 40 years ago at Pacific Mutual (PM) and subsequently held various management positions in Pacific Equity Sales, Pacific Investment Management, and PM Life-New York. He served in various management roles at Chase Investors Management Corporation, Bankers Trust Company, The Equitable, and Strong Capital Management.

In 1998, he started at BGI, one of the world's largest asset managers and a leading provider of investment management products and services for more than 2,600 clients.

Fisher formerly served on the Bryant College Board of Trustees from 1992-2001. Currently, he is a member of Bryant's National Council on Philanthropy and serves on the Archway



Michael Fisher '67

Investment Fund Advisory Board. A charter member of the President's Leadership Council, he also served on the Campaign Steering Committee for *The Campaign for Bryant: It's About Changing Lives*, the first comprehensive capital campaign in the school's history. Fisher rejoined the Bryant Board of Trustees in 2006.

ALUMNI LEADERSHIP WEEKEND, APRIL 17-18

Each spring, alumni return to campus for networking and professional development at Bryant's Alumni Leadership Weekend. Last year's event brought more than 100 alumni together for a weekend of reuniting, networking, socializing, and education. Save the date for this year's event, which will take place April 17-18, 2009.

On Friday evening, April 17, the Alumni Achievement Awards dinner and ceremony will celebrate the accomplishments of several Bryant graduates with the presentation of the Alumni Achievement Awards. The annual presentation honors alumni for their outstanding contributions to their profession, community, and to Bryant University. It also recognizes a current faculty member for his or her professional accomplishments and positive influence on students.

On Saturday, April 18, participants will discover proven leadership strategies and learn about specific opportunities to engage with Bryant students and help strengthen alumni networks. Trustee Professor of Management Mike Roberto is back by popular demand and will discuss his latest book, *Know*

WHAT'S NEWS AT YOUR ALMA MATER



Are you interested in keeping up with the latest and greatest news from Bryant?

The University's online newsroom is the place to be. Blog posts, press releases, links to Bryant news in the national media, an Experts Directory featuring faculty members, and event announcements are just a few of the things you'll find at blogs.bryant.edu/newsroom.

The site also features access to the University's real simple syndication (RSS) news feed. By registering for RSS, posts to the Bryant newsroom will automatically be "fed" to your e-mail inbox, keeping you fully abreast of the happenings and goings on of your alma mater. Future feeds will include podcasts and videocasts.

What You Don't Know: How Great Leaders Prevent Problems before They Happen (see pg. 22).

Roberto interviewed several Bryant alumni for the book, and **Kevin Walsh '86**, **David Tacelli '81**, **Peni Garber '85**, **Larry Hayward '79 MBA**, and **Mario Shiliashki '96** are included in the final copy describing their successes and challenges.

At press time, the Office of Alumni Relations and the National Alumni Council are still finalizing event speakers and the agenda. To learn more about the Alumni Leadership Weekend, or to register, visit www.bryant.edu/alumnievents. You can also call the Office of Alumni Relations at (877) 353-5667 or e-mail alumni@bryant.edu.

Class Notes is a great place to share news about professional and educational accomplishments and other special events in your life. Keep Bryant University informed of your latest endeavors by submitting information online through the Class Notes page at www.bryant.edu/alumni. You can also send an e-mail to alumni@bryant.edu or call (877) 353-5667.

1937

STANLEY J. DRAKE, Ph.D., of Burgaw, N.C., received an honorary doctorate from Bryant College in 1963, as well as five other honorary doctorates from other institutions. Stanley, who is 93 years old, would like his many Bryant friends to know he is still very active as the founder and President Emeritus of International Society of Friendship and Good Will with members in 182 countries.

1966

ANTHONY E. FASSELL of Greenfield, Mass., received a master of education with a major in elementary education, levels 1-6 from Cambridge College in Springfield, Mass.

1969

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EDWARD B. GOMEAU of Old Saybrook, Conn., was named business manager for the Town of North Haven Public Schools in North Haven, Conn.

1970

THOMAS CIABURRI JR. of El Paso, Texas, was inducted into the El Paso Baseball Hall of Fame Media Category. In 2006 Tom was also inducted as a media member in the El Paso Athletic Hall of Fame.

WILLIAM A. PERRY of Surprise, Ariz., opened an office, B.P. Global Enterprises, in Surprise. Bill is the owner and managing director of this international training organization that specializes in workforce training, federal and state grantwriting, and technology development.

1971

WILLIAM D. GRUCCIO of Doylestown, Pa., was promoted to senior vice president of the career agency system at Penn Mutual Life Insurance Company in Horsham, Pa. William will refine and focus the strategic development and growth of the division.

1974

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WILLIAM S. NIEMAN of Dover, N.J., was inducted into the New Jersey Coaches Hall of Fame.

PAMELA (QUINLAN) WILKINSON

of Warwick, R.I., accepted a position in the office of teaching and learning at New England Institute of Technology in Warwick.

1976

DENNIS J. NELSON of Cranston, R.I., was promoted to vice president of claims at NLC Insurance Companies in Norwich, Conn.

RUTH (FRANCIS) SERVANT of

West Warwick, R.I., owns an internet travel business, www.ruthservanttravel.com, which serves all travel needs.

1977

ALBERT MARCELLA, Ph.D., of Ballwin, Mo., president of Business Automation Consultants LLC, had his 27th book published. *Cyber Forensics II: A Field Manual for Collecting, Examining and Preserving Evidence of Computer Crimes*, second edition was released by Taylor & Francis Group.

STEPHEN R. MORRIS of Orchard Park, N.Y., was named executive vice president of operations at Koike Aronson, Inc., in Arcade, N.Y.

1978

RICHARD R. ROY '78 MBA of North Kingstown, R.I., was named senior vice president corporate controller/treasurer of Gilbane



Building Company in Providence, R.I. Richard is a member of the Construction Financial Management Association, the Financial Executives Institute, and the AGC Tax and Fiscal Affairs Committee.

1979

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ROBERT H. WISCHNOWSKY

of Coventry, R.I., was named executive vice president for operations and technology and chief information officer at Bank Rhode Island in Providence. Robert will oversee operations, technology, and risk management functions.

1980

ROBERT A. SKURKA '80 MBA of Seekonk, Mass., was named vice president of commercial lending for Bristol County Savings Bank in Pawtucket, R.I. Robert will serve the banking and financing needs of businesses in Rhode Island and Southeastern Massachusetts.

1981

COLONEL DONALD A. AHERN, USAF of Fort Washington, Md., completed a fellowship in international relations at the Massachusetts Institute of Technology.

JOSEPH L. CHIDO '87 MBA of Smithfield, R.I., was named finance director for the Town of Johnston, R.I.

JAMES S. MILLER '91 MBA of Pascagoula, Miss., completed a master of arts degree in national security and strategic studies at the U.S. Naval War College, College of Distance Education in Newport, R.I.

1982

RICHARD G. CARRIERE '87 MST of North Smithfield, R.I., was promoted to first vice president-wealth management financial planning specialist at Smith Barney in Providence, R.I.

STEPHEN J. ENOS of Riverside,

R.I., was named chief of police for the Town of Rehoboth Police Department in Rehoboth, Mass.

GREGORY PORCARO '87 MST



of Cranston, R.I., was selected as one of the top 50 IRS practitioners in the country. Greg has been the principal in charge of all tax, business valuation, and business consulting services for Otrando, Porcaro & Associates, Ltd., a full-service accounting and consulting firm located in Warwick, R.I. Greg has written extensively on taxes in professional periodicals such as the *Journal of Accountancy* and *The Tax Adviser*. Greg lectures on a variety of tax and business valuation issues for state and national accounting associations. He is a past president of the R.I. Society of CPAs, the past chair of the AICPA's S Corporation Technical Resource Panel, and a member of its Tax Executive Committee. He received the designation Accredited in Business Valuation from the American Institute of Certified Public Accountants. Greg is a part-time lecturer in the Master of Taxation Program at Bryant University.

1983

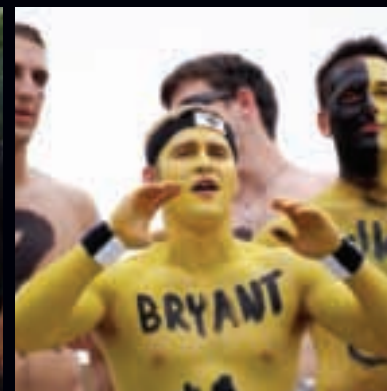
ROBERT F. ROY JR. of Arlington, Va., deputy vice president of the Export-Import Bank of the United States Transportation Division, received the bank's highest honor, the Chairman's Award, for long-term excellence and professionalism.



SAVE THE DATE! OCTOBER 2-4, 2009



REUNION @ HOMECOMING



1984

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PAULA A. (MATTERO) AIELLO of Shrewsbury, Mass., was elected to the board of directors at CNB Financial Corporation in Worcester, Mass. Paula is chief financial officer, vice president of administration for Youth Opportunities Upheld, Inc. of Worcester. Paula is also a member of the Massachusetts Society of Certified Public Accountants, the American Institute of Certified Public Accounts, and the Central Massachusetts Financial Executives Organization.

ANDREW G. ANDREWS of Avon, Conn., was elected managing partner and chief executive officer of Whittlesey & Hadley, P.C., in Hartford, Conn. Drew will be responsible for overseeing strategic planning, growth, and succession of the firm and will manage firm administration, personnel, and practice development.

CYNTHIA (PAUL) CODY of Fairfield, Conn., was named senior vice president of corporate services for Octagon, a sports and entertainment marketing agency in Norwalk, Conn.

JAMES M. MANNI '84 MBA of Wakefield, R.I., was awarded the rank of lieutenant for the Rhode Island State Police. Lieutenant Manni has served at all barracks as a member of the Uniform Bureau, to the Rhode Island State Police Training Academy, Executive Security Unit and as the Division's Range Officer and Tactical Team Commander. He is currently assigned to the Wickford Barracks.

ROY F. VAN BUREN of Reading, Mass., completed the Vermont 100 mile endurance run and placed 52nd out of 266 competitors. Roy also completed the Angeles Crest 100 mile endurance run along the Pacific Coast Trail in Los Angeles.

1985

MONTE KOSOFF of Port St.



Lucie, Fla., was named senior vice president of the business banking division at Seacoast National Bank in Stuart, Fla.

DENISE M. LOVETT of York, Maine, was appointed director of accounting and finance at Northern Essex Community College in Haverhill, Mass.

VICTORIA R. WATERMAN of North Smithfield, R.I., was named president of Leading Women Central Massachusetts.



Victoria will bring leadership development content, experiences, and resources to professional women and to organizations committed to the retention and advancement of women.

JOHN J. WHITING of North Attleboro, Mass., was named chief of police for the Town of North Providence, R.I.

1986

CHARLES F. HAHN '90 MST of Falmouth, Maine, was named managing principal at Baker Newman Noyes in Portland, Maine.

GARY R. PALIN '86 MBA of Raleigh, N.C., was named executive director of the Doherty Center for Entrepreneurial Leadership,



and he is a senior lecturer in entrepreneurship at the Martha and Spencer Love School of Business at Elon University in Elon, N.C.

JON PILKINGTON of Westborough, Mass. was named a finalist for the Massachusetts Technology Leadership Council CXO of the Year Award. Jon is currently the vice president of marketing at Metatomix in Dedham, Mass.

1989

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DARLENE L. JACHYM of Berwick, Maine, is the founder and president of At Your Service, an estate and household staffing agency in Maine.

BRIAN D. SCHOLTEN of Leominster, Mass., was named registrar at Ithaca College in Ithaca, N.Y. Brian will be responsible for the administration of all academic records for current and former students.

1990

ANDREW FREEMAN of Williston, Vt., co-founded the FindandGoSeek.net Web site, which was awarded Outstanding Achievement in Website Development by the Interactive Media Awards.

DANIEL S. KAHN of Monroe, N.Y., joined Lenox Advisors in New York as an associate. Daniel will be focusing on financial, estate, and retirement planning; risk management and insurance; and corporate benefits consulting.

STEVEN P. NALDI of Bloomington, Ind., accepted the position of director of U.S. operations at BioStorage Technologies in Indianapolis, Ind.

1992

GINA M. (CALISE) SAHAGIAN of Saunderstown, R.I., was named client consultant at Park Row Associates in Providence, R.I.



1993
MICHAEL ANDERSON of Cranston, R.I., was promoted to senior information security architect/officer for RBS/Citizens N.A. in Cranston.

CHRISTOPHER M. CRAIG of



Attleboro, Mass., was named sales manager for northern Rhode Island at Citizens Bank in Providence,

R.I. Chris is a member of the National Association of Home Builders, the Northern Rhode Island Board of Realtors, and the Northern Rhode Island Chamber of Commerce.

SHANNON K. DUNNIGAN

'97 MBA of Newport, R.I., was named one of the "20 Under 40" by *Presstime Magazine*, which recognized for her innovative work, leadership, and vision in the newspaper business. Shannon is director of online revenue at GateHouse Media Inc., headquartered in Fairport, N.Y.

JENNIFER MANNILA of

Charlestown, Mass., was appointed vice president and relationship manager in the northeast region at RBS Business Capital, a division of Citizens Financial Group in Boston.

1994

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MICHAEL TUTKO of Concord, N.H., was named vice president of commercial lending at Laconia Savings Bank in Concord. Mike will be responsible for the Concord and Dover markets.

1995

MARK LANGLAIS of Santa Cruz, Calif., was named director of finance for La Valencia Hotel in La Jolla and Rancho Valencia Resort & Spa in Rancho Santa Fe, Calif.

PAUL J. PEZZA of West Warwick, R.I., was admitted to the Massachusetts Bar in December of 2008.

SCOTT G. TERRIEN of



Cumberland, R.I., was named vice president of retail banking at The Cooperative Bank in Roslindale, Mass.

1996

DONALD D. HUBERT JR. '96 MST of Brooklyn, Conn., was named director of corporate tax at A.T. Cross Company in Lincoln, R.I.

1997

ROBERT S. CLARK of West Hartford, Conn., was named co-manager in the core/value equity investing team at Turner Investment Management in Hartford.



DAVID W. JOLIN '97 MBA of Rehoboth, Mass., was named vice president at Gilbane Building Company in Providence, R.I. David serves as regional controller in the New England region leading the financial operations including safeguarding the company assets, risk management, financial reporting/budgeting/forecasting, internal controls, and administration.



1998

MATTHEW J. SLOSEK of New York, N.Y., was named regional manager of New York for Bacardi USA Ltd., in Hackensack, N.J.

1999

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MELISSA R. FRANK of Franklin, Mass., was named marketing manager at AT&T Mobility in Framingham, Mass. Melissa is responsible for sponsorships, Own the Neighborhood and community events, store events, and the radio DJ program in the New England market.

JONATHAN M. GAUDIOSO '06

MBA of Lincoln, R.I., was promoted to director of finance reporting at Textron Financial Corporation in Providence, R.I.

DAMIAN J. TURCO of Palm Beach Gardens, Fla., opened a law office under his name in Palm Beach Gardens and practices family law, estate planning, probate, and real estate law.

2000

DAVID GRECO of North Haven, Conn., was named director of the worksite division for the Health Consultants Group in Plainville, Conn.

GEOFFREY JAROK of Lowell, Mass., was selected along with 13 other CPAs from across the country to work with Operation Hope in Metairie and Houma, Louisiana. Geoff and the group sat with local business owners at one-on-one sessions to provide free accounting, tax, and business consulting.

KERRI-BETH ST. JACQUES of West Warwick, R.I., was promoted to marketing manager at Fidelity Investments in Smithfield, R.I.

2001

RANDY ROSSI of Johnston, R.I., was named finance director of the Town of Smithfield, R.I.

HILARIE B. RUBIN of Attleboro, Mass., was named field market-development representative at Thermoplastic Elastomer in Pawtucket, R.I. Hilarie will prospect, evaluate, and coordinate new business in the industrial-market segment.



2002

SAMANTHA (APPLETON) WALTON of Merrimack, N.H., was named director of marketing and public relations at Intown Manchester in Manchester, N.H.

MARK V. BRODEUR of Cranston, R.I., was promoted to regional controller of the Procaccianti Group located in Cranston. Mark is responsible for a portfolio of eight full-service hotels across the country.

ANTHONY T. GUGLIOTTA of Walpole, Mass., joined WCAX-TV in Burlington, Vt., as a sports reporter for the Channel 3 news.

GREGORY SMITH of San Diego, Calif., is owner and president of Xgineer Solutions, Inc. in San Diego.

2003

DANIEL P. O'BRIEN of Farmington, Conn., opened Uberdog, a unique dog playcare and hotel in West Hartford, Conn.

2004

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THOMAS W. BRUSSARD '04 MBA of North Easton, Mass., was named manager of financial planning and analysis at Papa Gino's Holdings Corporation in Dedham, Mass. Tom will provide timely and valuable business analysis and manage the monthly forecasting process.

PAULO P. COUTO of Central Falls, R.I., returned to the United States after completing more than two years of service in the Peace Corps. Paulo served in the Ku Kaeo District in the Udon Thani Province of Thailand as a community-based organizational development volunteer. Paulo's primary work involved helping local stores create more efficient accounting systems. He also worked with Habitat for Humanity Thailand, building houses and translating.

AMY L. HANSON of Millville, Mass., accepted the position of corporate sales associate at the Executive Development Center at Bryant University in Smithfield, R.I.

2005

GREGORY DEMOS '05 MBA of Narragansett, R.I., was named vice president of sales at Veritude in Boston, Mass.

2008

STEPHEN J. TURNBLOM of Quincy, Mass., was named national account executive at Humboldt Storage and Moving Company in Canton, Mass.

SHAWN R. THEROUX of Atlanta, Ga., was named inside sales representative for Atlanta Spirit LLC in Atlanta.

ONLINE ALUMNI DIRECTORY

Free to all 40,000 Bryant alumni, the online directory is easy to use and available via the Bryant Web site at www.bryant.edu/alumni (just click on My Alumni Page). Find classmates or alumni living in your area or use the keyword search for contacts in particular companies or industries. Sign up today to renew old friendships and network with your peers.

BEATRICE (TANDY)
SIMPSON '30
October 14, 2008

CHARLES S.
SALMANSON '33
July 7, 2008

WANDA (SADOWSKI)
CORNIOLOVICH '35
July 22, 2008

HELEN (SWEET)
HAMMOND '35
November 3, 2006

EVA (GOODMAN)
THACHER '35
March 11, 2008

E. VIRGINIA (HARPER)
CHEETHAM '36
March 21, 2008

VIOLET (GRASS)
SANDHOLM '37
September 28, 2008

MARIAM L. COLLINS '38
April 27, 2008

HELEN (GRAY)
JARDINE '39
October 27, 2007

KATHLEEN (O'NEIL)
GOODWIN '40
September 26, 2008

ROBERT S. MCCAIG '40
July 1, 2008

PAUL B. PLUMB '40
November 3, 2008

PRISCILLA (BEAUDET)
SERVANT '40
September 17, 2008

MIRIAM (MAKI)
BANKA '41
October 18, 2008

KENNETH B.
HAZARD '41
January 11, 2008

HELEN (HENNESSEY)
MITCHELL '42
July 14, 2008

RUSSELL N.
MONBLEAU '42
February 22, 2008

ALFRED ZERVIS '43
April 27, 2008

GLORIA (FRALICK)
DYMLING '44
August 12, 2008

ELEANOR (JANKURA)
SKUBY '47
October 10, 2008

CHARLES R. ADAMS '48
July 24, 2008

EDWARD T. FURY '48
August 11, 2008

ROBERT F.
MONTAQUILA '48
April 28, 2008

NINA (KORENUK)
RYDER '48
March 9, 2008

IRVING I. SCHNIDER '48
September 19, 2008

CHARLOTTE
(LOWNEY) TOMAS '48
December 22, 2007

MARGARET
(LONERGAN)
BALDWIN '49
October 14, 2008

FRANK B. FREED '49
April 19, 2008

JOHN J. GAGEL '49
October 8, 2008

JOHN B. MCENERY '49
August 16, 2008

JAMES M.
O'LAUGHLIN '49
July 29, 2008

JOSEPH PELKEY '49
September 18, 2008

MYRNA (SIMMONS)
RESNICK '49
May 4, 2008

PATRICIA (DEYOUNG)
ROBBINS '50
July 5, 2008

EDWARD F. COYLE '51
September 25, 2008

SISTER MARGARET
R. KENNY '51
September 5, 2008

JOSEPH P. MOZDEN '51
April 19, 2008

RUTH (SHARKEY)
KEEGAN '52
May 3, 2008

CHARLES V.
LAHIFF, JR. '52
March 6, 2008

CHARLES S.
MATOIAN '52
June 21, 2008

ALLEN F. SWANN '52
April 27, 2008

E. ERNEST JOHNSON '53
April 3, 2008

DONALD P.
LAMOUREUX '53
June 27, 2008

ELEANORA
(BAKANAS) OHR '53
July 2, 2008

ANN (LINGHAM)
BAKER '54
June 5, 2008

JOSEPH A. MORRONE '54
June 25, 2008

CONSTANCE (CROOKS)
SAWYER '54
July 10, 2008

KENNETH A. ADLER '56
August 21, 2008

CAROLYN (SHEEHAN)
BRAND '56
July 10, 2008

JOSEPH V. SALZILLO '57
May 9, 2008

ROBERT F.
PRONOVOST '58
May 28, 2008

JAMES R. BRENNAN '59
September 10, 2008

KATHLEEN
(MCCORMICK)
PFISTER '60
July 18, 2008

MAJORIE E. BIBBY '61
April 27, 2008

LEO R. MCDEVITT '61
March 27, 2008

LESTER P. SLATER
JR. '61
June 28, 2008

QUENTIN A.
SUNESON '61
September 23, 2008

RHONDA (SAULINO)
MYERS '63
July 12, 2008

FRANCIS J. FOLEY '68
February 20, 2007

CATHERINE (ELLIOTT)
WARD '68
August 16, 2008

BARBARA R.
MARONEY '69
July 7, 2008

MARCO D.
PETRUZZI JR. '70
October 5, 2008

MARY (TONER)
CAMERON '72
August 8, 2008

JOHN F. LYNCH '72
September 14, 2008

KENNETH J. FARLEY '73
August 15, 2007

JEAN (ARNESEN)
JONES '73
April 29, 2008

ANTHONY S. MAGINA
JR. '73 MBA
August 6, 2008

DAVID C. MURNANE '73
September 18, 2008

ELAINE (BALDYGA)
REIDY '73
August 12, 2008

NORMAN A.
OLIVEIRA '75
May 29, 2008

CHESTER H. RICH '75
August 21, 2007

JEAN (GRANGER)
ADAMS '76
October 3, 2008

RONALD A. CIESLUK
'78 '80 MBA
September 9, 2008

LESLIE (SPRAGUE)
ROBINSON '79
September 9, 2008

PATRICIA
(BOTTICELLO) VAN
TASEL '79
September 22, 2008

ARMANDO A.
FERRUCCI '80 MBA
September 28, 2008

DENISE (CHABOT)
EGAN '81
July 25, 2008

STEVEN T.
JOHNSTON '81
October 26, 2008

PAUL J. BERLO '83
June 26, 2008

KELLY (HOGAN)
KIRBY '83
August 3, 2008

MARCIA (MILLER)
PETTIGREW '83
July 12, 2008

DAVID LINDSAY '85
MBA
August 29, 2008

CURTIS W. FRANSEN
'86 MBA
August 17, 2008

ROBERT G. REETZ III '86
May 13, 2008

PAUL W. MARTIN '87
March 26, 2008

DAVID M.
GOLEBIEWSKI '90 MBA
August 11, 2008

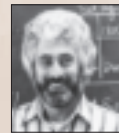
MATTHEW
CHRISTIAN '05
January 31, 2009

FACULTY MEMORIAL



MARSHA PRIPSTEIN POSUSNEY, professor of political science at Bryant, died on August 22, 2008, at the age of 55. She was a scholar of Middle East studies, labor unions, and women's rights and served as an adjunct professor at the Watson Institute for International Studies at Brown University. Among the many books she authored and co-authored, *Labor and the State in Egypt: Workers, Unions, and Economic Restructuring* won the prestigious Albert Hourani Book Award for outstanding publishing in Middle East studies. She was a member of the board of the Middle East Studies Association, an editor of the *Middle East Report*, and a consultant to the World Bank and other organizations. She leaves her husband, Tom, and her son, Eric. A memorial scholarship is being established in her name.

FACULTY MEMORIAL



MORRIS "MICKEY" PERLOW, professor emeritus of accounting, died on August 18, 2008, at the age of 74 in his home in Seminole, Fla. Known for his outgoing personality and friendly nature, Perlow was a much beloved instructor at Bryant from 1971 to 1980. Prior to his recent retirement, he served as a faculty member at the University of Tampa. He leaves his wife, Judith; his daughters, Robin and Karen; and two grandchildren.

TRUSTEE MEMORIAL



RICHARD OSTER '91H, age 73, died on December 1, 2008, in Providence. Best known as the successful chairman of the Cookson Group, a multinational company, Oster served on Bryant's Board of Trustees from 1992 to 2001. Among his many awards and recognitions, Oster received an honorary degree from Bryant in 1991. He is survived by his wife, Sandra, as well as five children and seven grandchildren.



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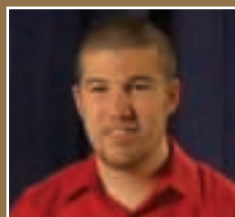
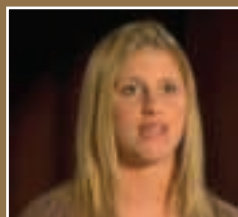
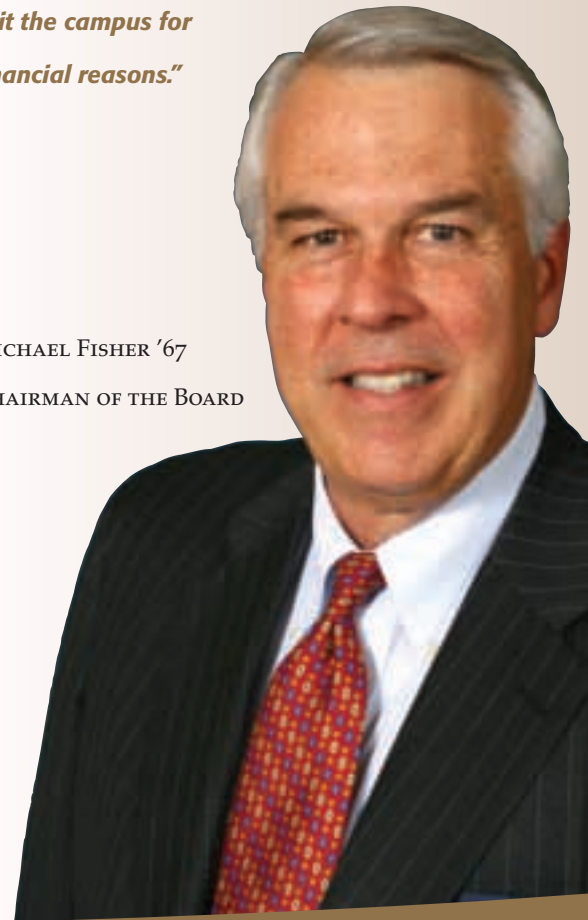
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MICHAEL FISHER '67
CHAIRMAN OF THE BOARD



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During Collegiate Entrepreneurs' Organization Day, students showed their enthusiasm for the prospect of starting their own enterprise. For more on Bryant's entrepreneurship programs, take a look inside this issue of *Bryant*, page 16.