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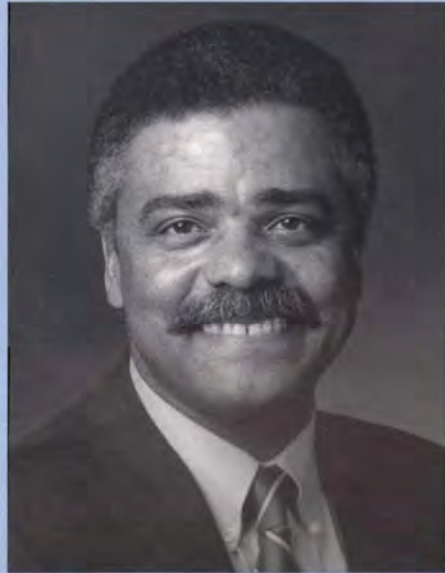
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BRYANT REVIEW

A man with a beard and short brown hair, wearing a dark suit jacket, a white shirt, and a colorful patterned tie, stands in a snowy mountain landscape. He is smiling and looking towards the camera. He has a thick red rope draped over his right shoulder. In his left hand, he holds a purple climbing helmet with a headlamp attached. In his right hand, he holds a silver metal carabiner and other climbing equipment. The background consists of large, dark rocks partially covered in snow and patches of ice.

Brian Terkelsen '86
Taking a Different Direction

PRESIDENT'S PERSPECTIVE



“Education for business leadership” has long been the mission of Bryant College. Our alumni repeatedly demonstrate their achievement of this goal, often in new and interesting ways.

Bryant graduates are well known as CEOs of major financial institutions and corporations, partners in Big 6 accounting firms, advertising executives, entrepreneurs in emerging industries, and leaders in many other fields. As the alumni profiled in this issue of *Bryant Review* show, their success takes many forms and encompasses many dimensions of their professional, public, and personal lives.

Among the features that make Bryant alumni distinctive is their holistic approach to leadership. Their excellence as managers extends beyond their individual businesses to entire industries and communities. Their well-rounded approach to leadership, combined with a great sense of joy in what they do,

creates a seamless pattern of satisfaction and accomplishment.

Bryant alumni are willing to take risks. Theirs are stories of creating innovative approaches to

known challenges, developing opportunities in new fields, and building alternative avenues to success. Our alumni credit much of this sense of exploration and discovery to their professors and their influence both in the classroom and out. These pages include examples of the faculty’s spirit of adventure which they share every day.

These alumni, and many others like them, are using their business degrees in interesting ways and having a wonderful time in the process. They embody what we at Bryant hope to instill in our students: a strong commitment to the endeavors chosen combined with the desire and curiosity to consider new directions. We take great pride in their success.

Sincerely,

A handwritten signature in black ink that reads "William E. Trueheart". The signature is written in a cursive, flowing style.

William E. Trueheart

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Bryant College is an independent institution of higher education dedicated to the preparation of leaders in business and related fields for success in their personal and professional lives. The College offers full- and part-time undergraduate studies leading to BS and BA degrees, full- and part-time MBA programs, an MST degree, and a Certificate of Advanced Graduate Study (CAGS).

Through the new Center for International Business and Economic Development, Bryant coordinates its five local and regional business outreach efforts: the Center for Management Development, the Export Assistance Center, the Institute for Family Enterprise, the Small Business Development Center, and the World Trade Center Rhode Island.

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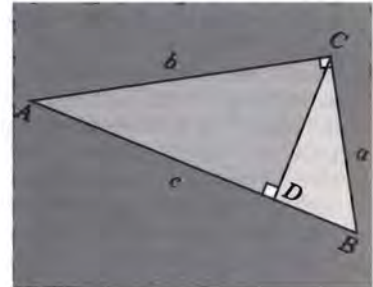
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ATHLETIC DIRECTOR NAMED

Linda Hackett has been appointed Bryant's new athletic director. She is responsible for planning, administering, and directing the varsity, intramural, and club sport activities of the College. In varsity sports, Bryant plays at the NCAA Division II level, fielding 14 varsity teams with 260 athletes.

Hackett brings extensive experience in intercollegiate athletic programs to Bryant. For the past four years, she has been the director of athletics at Smith College, overseeing 14 varsity sports and 350 athletes. Prior to that, she spent nine years in the athletics department at the University of Iowa. She holds a PhD in physical education from the University of Iowa, an MBA and MA from the University of Iowa, and a BA from Indiana University.

Since July 1992, when former Director Leon Drury left the College, Intramural Director/Softball Coach Robert Reall has been serving as interim athletic director.

RECOGNITION IN SPORTS

Bryant's athletic teams and their coaches have once again brought recognition to the College.

Men's Soccer Coach Len Mercurio was named New England-10 Coach of the Year for the 1992 season. Mercurio was honored by his fellow coaches for developing his players' talents and for leading his team to the semi-final playoffs. This is the third time in two years that a Bryant coach has been named NE-10 Coach of the Year.

The men's golf team captured the 1992 New England Championship this fall, defeating 46 competitors in all three divisions of the NCAA. A banner now hangs in the gym proclaiming them as "New England Intercollegiate Division I-II-III 1992 Golf Champions."

This is the fourth time in its history that Bryant has captured this all-division championship. Bryant competes at the Division II level, and has won that championship seven years in a row. Either as a team or through its individuals, Bryant has earned a spot in the national competition 19 times in 29 years, says Coach Archie Boulet.



▲ Spring in Smithfield shows the campus at its best.

THE SOUNDS OF STUDENTS

Twenty years of tunes were celebrated when campus radio station WJMF marked its anniversary this February and March. A week-long tribute in February included special shows highlighting each of the 20 years with music and trivia relevant to that era. On March 2, students gathered in the Bryant Center for a day-long celebration featuring live music, free bumper stickers and compact discs, and t-shirts for sale. Former Station Manager Don DeFosse '90 joined students for the festivities.

The station has always been run entirely by students. In its 20 years, Station Manager Dave Kaplan '93 estimates that at least 600 alumni were involved as students, either as DJs or in production.

WJMF features progressive music, as well as news of campus and community interest. The call letters "WJMF" reflect a piece of Bryant's history; they stand for John Mowry Farm, the land upon which the College's Tupper campus in Smithfield was built.

EXECUTIVE OF THE YEAR

John E. Turpin, CPA, CMA, has been named the Graduate Businessperson of the Year. Turpin is a 1972 graduate of Bryant's Part-Time Studies Program, magna cum laude, and a 1976 MBA alumnus. He is the president and general manager of Stanley Air Tools in Cleveland, Ohio, a subsidiary of The Stanley Works. His company has annual sales of \$1.1 billion.

Turpin has spent nearly his entire career with Stanley Tools or its subsidiaries. He joined Textron as a staff accountant in 1970 then transferred to Bostitch where he received numerous promotions, finally becoming senior vice president/controller/chief financial officer. In 1986, Stanley purchased Bostitch, and Turpin was named executive vice president of Stanley Air Tools. In 1992, he was promoted to president.

ON-THE-JOB TRAINING

BY JAMES ZAHANSKY '95

CHAIRMAN OF THE BRYCOL BOARD

Why are these Bryant students standing in front of a pizzeria in the Bryant Center? They are the BRYCOL Board of Directors, hard at work in one of their five service-oriented businesses. The convenience store known as the Townhouse Exchange, the pub known to students as The Comfort, the pizzeria called Tupper's, vending services, and *The Informant* college directory make up the on-campus corporation.

What motivates these students to commit themselves to a business in the midst of the everyday pressures of college? It could be the fact that they need the money. But on a higher level, the motivation comes from being able to apply what they learn in the classroom to a real business situation through hands-on management.

From the Board of Directors to the Executive Board to the line employees, BRYCOL is composed solely of Bryant students. BRYCOL employs close to 80 students who, with the board members, are responsible for running a corporation with a six-figure income. Money management skills are essential to the corporate leaders since BRYCOL is self-sufficient and there is no funding from the College or any outside sources.

Always looking for new opportunities, BRYCOL recently opened the Townhouse Exchange to better serve the seniors not on meal plans. At the time of this new venture, I was Vice President of Retail for BRYCOL and was responsible for the specifics of the opening. Starting a new business gave me an education that is not taught in a classroom. I dealt with all details, from working with vendors to hiring employees. It was an opportunity that truly prepared me for the business world.



BRYCOL President Matthew Andrews '95 expects his experience to help in his future job search. "I have had the opportunity to deal with the everyday operations of a business, as well as make connections in the outside business world," he says. Matthew has been a member of BRYCOL since the first semester of his freshman year. While his leadership style is described as demanding, he is reasonable. "As a leader I must realize the time constraints of a college student and must be flexible in my demands," he said.

Michelle Van Deusen '95 is the general manager at Tupper's, where she manages 22 student employees. "I have to be aware of their needs and I have to make it a comfortable environment to work. However, if people are not doing their jobs I must take a stand. It's important that they realize that this is a business that has to be run just like any other business," she says. Michelle adds, the hard part of firing someone is that the very next day she is apt to see that person either in class or on campus.

The BRYCOL experience has helped many BRYCOL alumni. Ian Morris '90 was a member of the BRYCOL Executive Board for three years. "I went into BRYCOL without a lot of self-confidence. After running and expanding BRYCOL, my confidence level rose to a point where I like to think I can meet any challenge," says Ian. He is now a senior marketing consultant with Aetna Life and Casualty in Connecticut and was recently admitted to the Harvard Business School.

BRYCOL Student Services Foundation, Inc. offers real-life business experience. Students gain vision, contacts, and a view of the corporate world that will prepare them to meet the challenges that lie ahead. ▲



AN ECOLOGICAL LEAP

BRIAN TERKELSEN '86

BY ELIZABETH S. KELLY

"I'm not a risk taker," claims Brian Terkelsen '86. While these words may have been true last year, they hold little credibility today. In February 1992, Brian traded a vice presidency at Barclays Bank in New York City and "the fast track to success" for California and total uncertainty.

A finance major, Brian went to work at Citibank the day after graduation. "I knew I was in the right business because I couldn't get enough of the *Wall Street Journal*," Brian recalls. "Five years and two jobs later, reading it had become a burden, and it was obvious that I was no longer having fun. Exactly two months after this realization, I was gone."

Six months of "doing nothing" in California followed. Then Brian met Mark Burnett, the captain of Team American Pride which was entered in "a crazy endurance race" called Raid Gauloises. The team needed money to get to the Middle East for their first race, held last December. Brian helped raise \$75,000. Brian and Mark became partners in developing the race in America and their company, Eco-Challenge Lifestyles, was born.

Together, Brian and Mark are involved in numerous ventures, all with an ecological orientation. Eco-Challenge Lifestyles is the parent company for five ventures: Team American Pride; the Eco-Challenge race; Eco-Travel, a film production company; Eco-Camps for city children; and Eco-Challenge for corporate executives. While all of the programs are under development, it is the Eco-Challenge race that is the current focus of Brian's attention.

"The race will be the most visible of our enterprises," Brian says. "Locations are chosen to showcase the beauty we can preserve with ecological responsibility."

Modeled after Raid Gauloises, the Eco-Challenge race is promoted as "The ultimate wilderness race where the Ironman triathlete of the '80s becomes the Outward Bound team member of the '90s." Raid Gauloises has been held in remote locations such as the Sultanate of Oman, New Zealand, New

"I respect Professor Chantee Lewis. When he taught, he spoke of the real world and he was right."

"When I write business correspondence even today, I think about Bryant and Professor Earl Briden."

"I got a D in Accounting III and I think the professor was being kind!"

Caledonia, and Costa Rica. In 1993, Brian and Mark will be part of Team American Pride, competing in Madagascar against 50 amateur teams from a dozen countries.

In 1994, Brian and Mark and their French partners (the founders of the Raid) will bring the race to America as the Eco-Challenge. Teams from across the country and around the world will compete using five native and natural forms of transportation, such as: Eskimo kayaking, orienteering, horseback riding and running, white water rafting, and glacier hiking and rafting. Strict environmental protocol is enforced at all times, and severe time penalties are assessed for any violations of ecological responsibility. The team serves as an example not only of endurance, but of environmental awareness.

Brian also wants Eco-Challenge Lifestyles' premise to serve as an example of environmental awareness. The first item in the company's mission statement is, "To create a company that exemplifies that environmental integrity can be profitable."

Making sure that the company is profitable is largely Brian's concern. Not surprisingly, his responsibilities in the partnership are primarily financial: gaining start-up capital, securing corporate sponsors and merchandising contracts, negotiating television deals, and planning the franchising of the race.

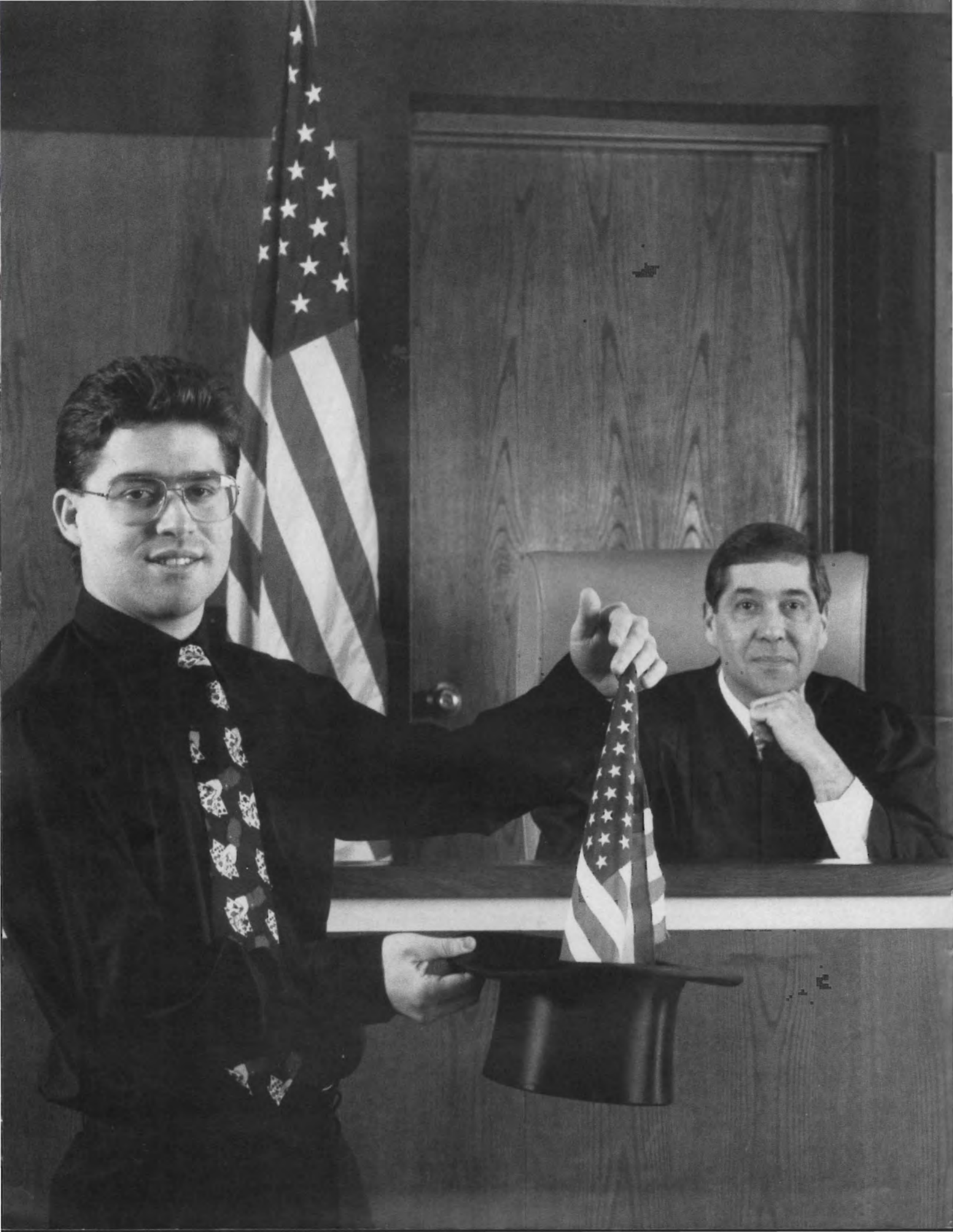
Television deals don't net much revenue at this early stage, Brian says, but the exposure is invaluable. ABC Wide World of Sports and ESPN will cover the Alaska event, taking the Eco-Challenge into 60 to 100 million households. Team American Pride has already captured the attention of *National Geographic*, *USA Today*, CNN, ESPN, ABC, and CBS, among dozens of other media.

So far, Brian's financial world contacts are paying off in corporate sponsorships. He already has a five-year deal with B.U.M. Sports Equipment to develop an 18-piece line of clothing using the Team American Pride logo. His next objective is raising \$2.7 million in sponsorships for the Eco-Challenge race. Presentations to Pepsi, Reebok, Ralph Lauren's Polo, and AT&T were part of his most recent trip East.

Brian continues to be involved in the corporate world. And although he's out of the banking business, Brian clearly hasn't forgotten the skills that made him successful there, nor has he lost his interest in the industry.

"I would like to be in *Forbes* five years from now. I want my environmentally correct company to be recognized by the financial community as having made sense."

Recognition may not be far off. Someday soon, Bryant students may be analyzing a case study of Brian Terkelsen's business. University of Southern California graduate students already are. ▲



CREATIVITY IS KEY

JONATHAN KAPLAN '68
DAVID KAPLAN '93

JILL KOSTZEWSKI '93, CONTRIBUTING WRITER

Jonathan Kaplan '68 is a Connecticut Superior Court Judge. His son David Kaplan '93 aspires to a career in wholesale sales. Neither job conjures up images of creativity, yet both father and son enjoy doing the unusual.

As a student, Jonathan Kaplan was not interested in common business careers. Instead, he was thinking about becoming an airline pilot. Not exactly typical of a Bryant student. Then came Business Law with Professor Sam Ramsay.

"I fell in love with the field," the judge says, "and the rest is history!"

Judge Kaplan's history includes law school at the University of Connecticut and a general practice law firm in a small town in Connecticut. Seven years ago, following glowing recommendations from his peers, Jonathan Kaplan was appointed to the bench.

Although his is technically not a business job, Judge Kaplan still finds his Bryant education useful. ("Absolutely!" he says.)

"Whether it be accounting, taxes, report or letter writing, I always use the information taught in my Bryant courses." He recalls often feeling like clients' financial advisor as well as their attorney when he was in general practice and remembers the value of his finance knowledge when deciding a case involving a \$50 million tax appeal by an insurance company.

In addition to being business related, David Kaplan thinks his father's career is also creative. Judge Kaplan must use his knowledge to create new realities for people, David says. "My father takes conflict and transforms it into something whole, like a magic act."

David knows what he's talking about. His future may be in sales, but he is best known on campus as an entertainer, a magician in

Both father and son have their favorites at Bryant. Professor Sam Ramsay, who still teaches business law at Bryant, influenced Jonathan Kaplan "To get my head out of the clouds" and pursue a career in law. David Kaplan has been influenced by Professor Frank Bingham and his Personal Selling class. "I also think psychology, sociology, and public speaking are crucial courses for a career in any field," David says.

fact. He's also a disc jockey and the station manager for the College radio station, a unicyclist, and a juggler. As a magician, he has often performed at campus events, before both students and alumni. David's other audiences include business executives at sales meetings, the elderly at nursing homes, and, not surprisingly, children at birthday parties. He has even performed in his father's courtroom (after hours, of course).

David expects his Bryant education to prepare him well for his sales career. And he

says his avocation of magic will, too. "Giving a sales pitch is like a performance with your own script," David says. "Creativity and confidence are assets in the business. I want my job to be fun."

His father agrees on all counts. "David's experience in magic as well as on the radio gives him the confidence he needs to pursue his career," Judge Kaplan says.

Both father and son know about having fun. "My dad has fun in his job, even though he still does homework, and will work extra hours to stay one step ahead of the lawyers," David says. "What I like is he finds a way to throw in humor on the bench, but only when it is appropriate."

Judge Kaplan does enjoy humor, but says he would never want the lawyers or clients to think he was being disrespectful or uncaring towards the problem at hand. "It is my policy that no one leaves the courtroom not understanding what happened. The two things (aside from classes) that I learned from Bryant are to listen to people, and that people matter."

Judge Kaplan is pleased that his son is having the opportunity to learn this type of lesson at Bryant, too. While loyal to his alma mater, the judge did not try to push David into attending Bryant. He likes David to make his own decisions.

David can look to his father for advice, though, especially about finding a job. "I always tell David any opportunity is open to you if you put your mind to it. Get creative and use your education in different ways."

David Kaplan is living proof that this is good advice from a man who should know. ▲

A MAN WITH A PLAN

JOSEPH R. LE '91

BY JOYCE G. O'NEILL '84

When Joseph Le graduated from Bryant College with a BS in accounting in May 1991, it was one step in his master plan that began in South Vietnam in the 1970s. With his wife and five children looking on, Joseph checked off another milestone that brought him from South Vietnam to a refugee camp in Malaysia to finance director of a community non-profit organization.

Joseph's plan to realize these goals developed in 1975. With his education incomplete, his country in shambles, and himself recently widowed, Joseph found himself with three young daughters to care for. While in a detention camp in South Vietnam, he made a plan, drew a map, and made the commitment to head for America. How he accomplished this is a tale of courage, stamina, determination, and as he points out, "prayers answered."

The road to Joseph's commencement celebration had the usual twists and turns, but he continued to focus. Taking his two older daughters, Joseph embarked on his journey. They travelled secretly over land to the coast and a fishing boat to Malaysia. While in a refugee camp there he met Catherine, his future wife.

The Tolstoy Foundation cleared Joseph's way to America, and when he arrived in Rhode Island with his daughters in August 1981, he began working for them as a case manager.

He settled in Woonsocket and married Catherine soon after she arrived from Malaysia. Joseph became executive director of the Vietnamese Society of Rhode Island, and when it

evolved into the Socio-Economic Development Center for Southeast Asians, he became finance director. The SEDC assists Southeast Asian people in acclimating into American society, through a variety of federal and state grants, contracts with various social agencies, and foundations.

During his childhood, Joseph had learned that "education opens up the highway," and he found it key to his progress. "In order to meet my goals of supporting and educating my growing family, serving my people, and doing my job more professionally, I began college part time in 1982," he says. "Recognizing the respect that comes with that piece of paper, and the need to gain the necessary tools for doing business in America, my objective became a college degree."

At Bryant, Joseph found partners who helped him realize this goal. "Through the Part-Time Studies Office, I received excellent guidance and a disci-

plined, straight-forward plan that offered the right courses for obtaining an accounting degree within the fastest time frame," he says.

Joseph's plan for survival became a plan of excellence. Joseph has satisfied his goal to be "as prepared as possible to provide social service to people who need a helping hand, and the chance to encourage my children to pursue their dreams." As for the future, he would like to pursue an MBA at Bryant, but feels that for now he must sacrifice this goal in order to educate his children, because, he says, "they are my future." ▲



"Professor Gaucher, who taught accounting, was organized and focused. He never needed to use the book and was very knowledgeable about his subject," recalls Joseph. "Professor Ramsay is another teacher for whom I have great respect. He always made time to explain, help, and encourage me."

THE BUSINESS OF HISTORY

ROBERT FLYNN '50

BY LINDA DANIELS

He ticks them off on his fingers, fellow classmates who made good, too modest to number himself among them. Yet Robert Flynn '50, former corporate executive, current entrepreneur, is a peer by any calculation. A capacity for change has been essential.

At 16, during the depths of the Depression, Robert quit school to help feed 10 brothers and sisters. "I was heartbroken," he says, "but that's the way it was." A night school graduate looking forward to college, he was then drafted for World War II. In 1946, he entered Bryant. Employed part time at a large furniture store, the marketing and advertising major became the proverbial sponge. "It was a wonderful experience," he recalls. "Whatever I learned in a course I could carry with me and use on the job."

Meanwhile, Robert, recently married and short of cash, had joined the Naval Reserves. The Korean War stalled the beginning of his career. Three years later, he accepted a marketing job with Texaco ("My degree was my passport," he says) and for the next 28 years, "I climbed the corporate ladder." In 1978, Robert left Texaco to form a lobbying firm. A few years later, he turned to consulting.

As it turns out, one of his clients, a renowned book maker and publisher, would chart the direction for Robert's future. While Robert developed a marketing plan for the company, he had the opportunity to learn the printing and publishing business. This knowledge, combined with his business experience and longtime interest in American history, led to his current vocation.



"I really was impressed with so many of my professors; they gave a lot of encouragement," Robert says. "People like George Richards, Sales Management; Arthur Smith, English; William Fellner, Law; and Lucien Appleby, Investments stand out in my mind. I must say I found myself well prepared for the business world."

A native of Fall River, Massachusetts, Robert had always been intrigued by the town's most notorious resident. When a rare, highly prized book on Lizzie Borden came into his possession, he was hooked. At a time of life when many veteran professionals focus on security, Robert found himself hungry for new adventures. He decided to publish a reprint.

Four books later, Robert has earned the respect of Lizzie Borden scholars. The publisher's most recent title, a definitive bibliography of Borden texts, has been very well received, a fact that gives him great satisfaction since he compiled it himself. Meanwhile, Robert's business skills have not lain dormant. While his wife takes care of the accounts, he handles production and marketing, relishing the opportunity to apply old skills to new tasks as much as he looks for opportunities to develop new ones.

One of the most appealing aspects of this new venture, Robert says, is the opportunity to travel in new circles. The Flynn's spend a large part of their time attending conferences and symposiums for collectors and historians.

A recognized expert himself, Robert contributes regularly to periodicals and is frequently cited as an authority on the Borden case. Last summer, he organized a conference in Fall River that drew Lizzie Borden researchers from around the world. And he has just been elected president of the Maine Antiquarian Booksellers Association.

"Well, I always did like history," he says. Leave it to Robert Flynn to make a business of it. ▲



KEEPING FISCALLY FIT

COLLEEN MABRAY VIERA '86

BY KAREN D. CALLAN

Colleen gives high marks to Berta Hysell, Bryant's Director of Minority/International Student Services, who "sparked my interest in Bryant College when she spoke at my high school. After that, I never considered getting my degree anywhere else."

Finance Professor Leo Mahoney gets an A+ as well. "His investments class was my most memorable. He brought the real business world into the classroom, a technique I enjoyed."

If the diagnosis is an ailing bottom line, Colleen Mabray Viera '86 may be just what the doctor ordered. Colleen is the Manager of Financial Decision Support Systems at Dana Farber Cancer Institute in Boston. Combining an education in finance with an innate empathy for others, Colleen is well-equipped to prescribe the appropriate medicine to cure any illnesses afflicting the health care industry.

Today's health care professionals face many challenges and Colleen must frequently remind herself what the field is really all about. "Hospitals don't turn away sick people," she says. "This is what separates us from other businesses; we don't have sales that help our bottom line. Our business is to care for the sick." As a cost accountant, Colleen is keenly aware of the financial challenges this responsibility can create and is one who is qualified to provide solutions.

"For years, hospitals have been dedicated to patient care and quality. Unfortunately, these are difficult times and although these goals are still on top of the list, breaking even is working its way up."

In recent years, medical research has helped develop treatments that save, prolong, and enhance patients' lives. As a result, the health care industry has grown, and so have the number of regulations developed to monitor it. "Because health care is a right, not a privilege, our business is regulated to such an extent that it becomes difficult to operate. Regulations change frequently, and administrative operations at hospitals have to scramble to find ways to adjust."

Among the challenges Colleen faces is balancing the demands of internal and external constituencies. "I can sympathize with both sides," she says. "I see how much it costs to take care of each patient, yet I know insurance won't even come close to cover-

ing it. When I analyze different treatments and find that one is more costly to the hospital than another that is just as effective, I feel that I'm helping the institution get closer to effective management."

Colleen sees growing opportunities in the field for people with business educations. "The industry knows it's time for a change. Between old management ways and a poor economy, hospitals just barely survive. Health care is rapidly becoming a new business market and cost accounting is a specialty that continues to increase in demand."

Colleen unknowingly forecasted her own future in health care when she worked

part-time in the dietary department of Rhode Island Hospital in high school and throughout college. Detouring briefly from the health care track, Colleen was recruited at Bryant by Chase Manhattan Bank in New York City as an auditor. After two years, she returned to the familiar territories of Providence and health care, with a position at Rhode Island Hospital as a financial analyst. She quickly earned a promotion to budget coordinator and four years later accepted her current position at Dana Farber.

"Changing career tracks was scary," Colleen says, "but I wanted a career that was more challenging and a lot less planned out for me. Banking is a great place to start, but in health care, the opportunities are more self-made." She says, "The satisfactions in health care are different than those in banking. If you're interested in an executive management career with an elaborate office, travel, and perks, health care is not for you. Health care is not glamorous; it is more of a moral choice. I feel in some way I'm helping the sick and the community by making more effective management decisions. We do things in the best interest of the patient."

Colleen's future includes an MBA and financial consulting in the health care industry. The MBA is under way at Bryant, although Colleen has briefly postponed her studies while she integrates her new job and commute with the needs of her two-year-old son, Joshua. However, she sees herself fully reimmersed in Bryant's MBA program even before her son begins school. The role of a consultant lies a little farther in the future, but Colleen looks forward to the challenge of addressing a wider range of financial issues with the added bonus of a flexible workday.

Regardless of where future opportunities lie, Colleen is certain she will remain in health care finance. For Colleen the bottom line is helping people afford good health. ▲

BEYOND THE BLACKBOARD

BY ELIZABETH S. KELLY



MICHAEL LYNCH, MST, JD
Assistant professor of accounting
MBA coordinator of accounting and taxation

When Michael Lynch says, "The more energy you burn the more you have," people should listen. He is not only an undergraduate and graduate professor, an MBA accounting and taxation coordinator, a practicing accountant, non-practicing attorney, published author, family man, and YMCA director, Michael also happens to be a winning Ironman Triathlete. So energy is something he has to know a lot about.

Michael competes in one major triathlon race each year (his best time is 10 hours and 15 minutes for a 2.5 mile swim, a 112 mile bicycle race, and a 26 mile run) and four marathons annually, including Boston. "The amazing thing is, I'm tired if I don't do this!" he asserts.

Michael trains during the day with people much younger than himself. "I learn to think like them," he says, "and that allows me to take their ideas into the classroom." He often runs with Bryant's cross country team and finds his students treat him like one of them. He returns the favor.

"I treat my students as if they're already CPAs," Michael says. "They have chosen the profession, so I give them the responsibilities of professionals." He teaches graduate students and senior-level Advanced Corporate Tax. ("I have the best students in the best course, so it's easy to be a good teacher!")

For Michael there is a direct tie between athleticism and teaching. "You have to do what puts a smile on your face," he says. "If you don't have a smile when you go in the classroom, students won't have it when you leave." His enthusiasm and energy are, indeed, contagious.



WILLIAM P. HAAS, STLr, PhD
Professor of humanities
Specializing in business ethics

Bill Haas has lived many lives: priest; president of two colleges; newspaper columnist; Bryant College professor since 1983; and artist. He has many stories to tell, but it is the art that ties his life together.

"My art is fundamentally intellectual in content," he says. "I believe good art can be an intellectual stimulus."

A walk across Bryant's campus offers a demonstration. Outside the doors of the Unistructure is a huge bronze sculpture, the gift of the Class of 1989, created by Professor Bill Haas. A plaque indicates the sculpture is about communication through the ages, about cuneiform writing and satellite dishes.

His current work of art, commissioned by Salve Regina University, has been three years in the making. It is designed to prove the Pythagorean Theorem in a visual way without using numbers. (Bill is pictured with a model that is one sixth the size of the finished work.)

With the Salve Regina sculpture about to be completed, Bill can already picture his next creation. He envisions a sculpture related to the slave ships used to bring native Africans to America. "The slave ships are a powerful image of one of the worst crimes against humans ever committed," he says. Once again, Bill Haas creates a lesson out of art.

Giant tuna, big game, and computers. These are the DeNoia, though not necessarily in that order. For Lynn, flexibility is critical.

When she fishes and hunts, Lynn is constantly adjusting to weather, and she has to learn to turn those variable skills are transferrable to computing, she says. "To change, so flexibility and adaptability are critical. It is to be comfortable with exploration and to be willing to explore.

Testing limits is familiar territory to Lynn. Every summer with her husband, a commercial fisherman. Her best catch is a 900 lb. Atlantic Blue Fin Tuna which was exported to Japan. She has also tagged and released her catches and worked with the Marine Fisheries Service in identifying and tracking them.

Helping the animal population is important to Lynn as part of conservation efforts. She refers to it as "wilderness." For the last three years, Lynn and her husband have been in Alaska. They only hunt what they will eat, and moose and caribou. But the meat is a bonus, she says. "The challenge is to help the animal's environment. Wilderness is the thrill of the hunt.

Back in the comparative calm of Smithfield, RI, Lynn balances dual teaching and administrative roles. "Teaching is about technology. I try to relate course work to the world. Even when that world doesn't include much wilderness.



CHANTEE LEWIS, DBA, Professor of finance



THE VOICE OF EXPERIENCE

BARBARA BURLINGAME '89

BY ELIZABETH S. KELLY

The year is 1981. The place is Woonsocket, Rhode Island. The woman is Barbara Gregory Burlingame, a 34-year-old married mother of two. In the floral business she began with her husband in 1976, it's her job to keep the books, though she has no formal training.

As the business grew, so did her responsibilities. Knowing she needed more education, but lacking the confidence to enter a degree program, she enrolls in one accounting course at Bryant. Before her first class she's so anxious about returning to school that she gets sick to her stomach and later wanders the parking lot looking for her car (she says she was too nervous to notice which door she'd come in).

FAST FORWARD.

The year is 1993. The place is still Woonsocket, and it's also the State House in Providence. The woman is still Barbara Burlingame, but she's different. This woman is self-assured, confident, and influential, and it's hard to imagine her any other way. She's out of the floral business, divorced, and the survivor of a bout with cancer. She is also a 1989 summa cum laude graduate of Bryant College's part-time studies program, a fact that she considers pivotal in her life.

"My education gave me the self-confidence I needed to go after my dream," she says. "I began with totally different expectations than I finished with."

Indeed. Barbara started college for a very specific, practical reason - hoping to become a better bookkeeper. By the time she graduated, she had realized a long-standing dream of being elected to public office.

Barbara Burlingame is now in her sixth year as a Rhode Island State representative, having been elected four times to represent Woonsocket and North Smithfield. Her objectives are to serve as a voice of business

Star professors in Barbara's Bryant experience were accounting Professor Bob Provost ("His is a totally unorthodox approach to education. He combined textbook theory with anecdotal real-life experience.") and Professor Bob O'Connell's Public Speaking class, which she entered after she was elected to office. ("I loved him. He's a gentle man and extremely nurturing.")

in the General Assembly and as a voice for women. She is both, and she is powerful. A newly-appointed Deputy Majority Leader, she is also the chairperson of the House Democratic Caucus on Business Issues and a member of the House Finance Committee.

"I do a great deal of constituency work," she says, "and this is where my education at Bryant comes into play. Because of my business training, I have the ability to extrapolate information from different sources and develop the best solution.

"A lot of legislative work is like business," she adds. "I'd say 50 percent of what we do is problem solving and the other 50 percent

is planning. My business education prepared me for both."

Barbara calls her legislative duties her avocation, since being a representative is a part-time job that literally pays \$5 a day. Her vocation, then, is her role as Vice President of Administration and Small Business Services of the Northern Rhode Island Chamber of Commerce.

In 1991, after five years doing internal accounting for a precious metals company, she joined the staff of the Chamber of Commerce. The change has worked well for everyone. She says her position gives her the schedule flexibility she needs to meet her legislative commitments and she gives the Chamber an insider's perspective on government. The Woonsocket and Pawtucket chambers had merged in January, and Barbara saw this as a challenge.

"I felt strongly that the regional approach to servicing the business community of Northern Rhode Island would lead to greater benefits," Barbara says. "As a legislator, I have something to offer the chamber and its role in the region's economic development."

The local area; the region; the state; the country. Barbara is considering all of them as she looks ahead and wonders what the future will bring. One thing she knows lies ahead is politics, and lots of it.

"I am committed to being a participant in government service," Barbara says. "I would like to make a full-time career out of public service, and to seek higher office, either at the state or national level. Women traditionally are afraid of power, yet power can be our best friend," she adds. "The benefits from the proper use of power are key to progress."

Progress is something Barbara Burlingame knows a great deal about. Personally and professionally, hers is the voice of business, the voice of women, and the voice of experience. ▲

STAY TUNED

MELLYNDA HEIGES '89

CAROL CAMPBELL, CONTRIBUTING WRITER

Many people switch channels during commercials on television, but not Mellynda Heiges '89. Instead, she tunes them in with rapt attention. That's probably because television is her business.

"You have to know what your competition is doing," she says. For Mellynda, sales account executive at WTTG FOX-TV, the competition is the other networks, local stations, and cable channels in her Washington, DC market. At 25, Mellynda is the youngest salesperson at the station.

It is Mellynda's job to sell FOX programming to advertisers. "You must know everything on television at all times - the competition, the market, the cost per rating point - and you have to be on top of trends. It's a competitive field and you know you're replaceable."

Mellynda came to FOX looking for a challenge, and she found one. While her income is entirely commission, she says she knows that if she works hard, "the sky's the limit" on her earnings. Mellynda also faces a great deal of rejection. Soliciting new accounts and developing existing ones are all part of Mellynda's business. Her schedule demands greater flexibility than standard work hours, and she is seldom found behind her desk. All of these features attract rather than deter her.

"I love my job," she asserts. "It's not the same thing every day. And it's exciting be-

cause advertisers always think they've made it to the big time if they get on TV."

Getting into "the big time" was not an accident for Mellynda. Both her parents worked for CBS-TV. Her own hands-on experience began while she was still at Bryant. As an intern in production at CBS-TV during the summers, she worked as a "runner" at a Presidential inauguration, political conventions, and the Kemper Open golf tournament.

After graduating from Bryant, Mellynda worked in an advertising agency as a media assistant. Realizing that she wanted more, she followed the bright lights of television into a sales assistant position at FOX.

Her "big break" came when she took on accounts for a sales executive who had left for a position in New York. Mellynda aggressively pursued the job by showing a keen interest in sales, learning her accounts, and participating in training seminars. With two other job offers in hand, she made her pitch and the promotion was hers.

Always looking ahead, Mellynda is already assessing the skills and gauging the experience she will need to climb the network ladder. Her goal is to become a station manager or general sales manager in the next ten years. One day soon, FOX-TV may again be claiming Mellynda Heiges as its youngest success story. ▲



"Burton Fischman is an outstanding professor. He is energetic, motivating, and puts students at ease. You feel he's really behind you, and helps you build self-confidence. And he really knows the communications industry."

HIS DENTAL TOOLS INCLUDE AN MBA

KEVIN BROUSSEAU '92MBA, CAGS

LIN MUSCHLITZ, CONTRIBUTING WRITER

Accountants may not do dental work, but Dr. Kevin Brousseau '92 MBA, '92 CAGS, an Attleboro, Massachusetts dentist, can offer good business advice. He may be as adept at charting overhead as he is at reading dental charts. And he seems to know as much about the business of dentistry as he does about medicine.

Kevin may not be a typical dentist, but he's a successful one. Over the last five years, his practice has grown more than 100 percent in billable work. Kevin attributes much of this growth to his business education.

While still in school at Tufts, Kevin foresaw he would need some business education to get ahead. He tried to enroll in business classes there, but kept getting closed out in favor of business students. So he began attending evening classes at Bryant, commuting to Tufts during the day and to Bryant three nights a week.

"When I first started taking business courses, my Tufts classmates didn't understand; they thought I was wasting my time. By the time we were ready to graduate, they were talking about getting MBAs, too."

When Kevin completed dental school in 1988, he joined his father's 20-year-old practice. It took only two weeks for him to see that a lot of changes were needed to make the practice more efficient. His father, who fully supported Kevin's busi-

ness decisions, soon started working for his son, and still does.

The patients and staff were harder to convince. "People tend to resist change,"

Kevin theorizes. His management concentration helped him work through personnel problems and helped him train his staff to communicate more effectively with patients. "The patients love it," he says.

Kevin's business education, particularly his Certificate of Advanced Graduate Studies in finance, enabled him to make specific bottom-line changes. He lowered the practice's general overhead from 70 percent to 50 percent in three years and reduced the staff from 14 to six. "We replaced

quantity with quality," he explains.

Overall, Kevin feels his practice now runs more efficiently than most. "I can see practices flourishing," he says, "but some dentists can't tell you how much it's costing them to do that work.

"You can't do dentistry and survive unless you run it like a business," he asserts.

"Because of the exorbitant costs of doing dentistry, if you don't understand your costs and control them, there's a point of no return. Knowing dentistry inside out and backwards is not enough."

Knowing the business of medicine apparently is. For Dr. Kevin Brousseau, a DMD combined with Bryant's MBA is the prescription for success.▲



"I had a wonderful rapport with my Bryant professors," Kevin says. Professor Ron DiBattista greatly influenced Kevin's management style. "One of the best courses I took with him was the final course for the MBA, the Business Policy and Strategy course. It really brings everything together," he says.

Kevin also lauds Communications for Management which helped him improve his staff's communication with patients.



A MOUSE, A MAN, AND A MESSAGE

JOHN BISIGNANO '80

JILL KOSTZEWSKI '93
CONTRIBUTING WRITER

Turn on the television. Sit back and relax. On the screen appears an image of football fans rushing the field after a game. In the background plays "When You Wish Upon A Star." Troy Aikman, the winning quarterback, comes into view, looking jubilant. The announcer yells: "Troy Aikman, you and the Dallas Cowboys just won the Superbowl. What are you going to do next?" Troy screams back: "I'm going to Disney World!"

Through the work of John Bisignano '80 and his fellow "cast members" (as all Disney staff are called), this commercial really does come true. Troy Aikman and other Cowboys have the opportunity to stay at the resort and meet fans who purchase an exclusive package allowing them to travel with their favorite sports personality.

John's interest in Disney began while he was traveling during Spring Break in college. For three years, he left Florida's sunny beaches to knock on Disney's door. His persistence paid off and right after graduation he headed back to Florida, this time to a job. "I remember an article in the *Providence Journal* the day after I graduated: 'Bryant Student Lands Dream Job at Disney.' The readers didn't know I would be bussing tables for three months before I started moving up!"

And that he did. In his 13 years with the company, John has had a variety of jobs. The first six years were spent in food and beverage operations at the Magic Kingdom, Epcot Center, and other Disney resorts. The past seven years have been in resort sales, entertainment planning, and participant sales.

"A month from now I may be in a different sales position," John says. "I love a challenging opportunity and wouldn't trade Disney for the world."

"Now that I'm in the entertainment business, I can appreciate that accounting Professor Michael Filippelli had terrific stage presence. He always came prepared to class, and taught us how to prioritize our work. He liked to say, 'Basic accounting principles are used in every business decision you make.' It's simple, but true. The late John Zeiger, a management professor, stressed a sense of proprietorship. He told us, 'No matter what the task, get involved in that task and make a difference.'"

In his current position, John has dual responsibilities. It is as senior sales manager of sports that he recently worked with Al Toon and the New York Jets and Dan Marino and the Miami Dolphins. Past programs included the Chicago Cubs and the Chicago Bulls. Future plans include the Denver Broncos, Golden State Warriors, and Boston Red Sox. (As a former New Englander, John is drawn to the latter possibility. "I can just hear it," he says. "'Roger Clemens, you and the Red Sox just won . . .'")

Major sporting events are as much a part of John's job as are major sports figures. When World Cup Soccer comes to the United States in 1994, Orlando and Walt Disney World will play host to an estimated 1.5 million visitors. John and other cast members are already making plans related to Olympics '96 in Atlanta, Georgia. Collaborating with the Orlando Sports Commission and Florida Citrus Sports, Central Florida has already hosted the NBA All-Star Game and the World Figure Skating Championships. "Events of this type always create a lot of media attention and bring a tremendous number of visitors," John says. "Through it all, we want to be the best corporate partner with the city of Orlando."

Corporate partnerships are something John knows a lot about. When not moving in athletic circles, John is in charge of Disney World's corporate individual incentive program. This entails packaging vacation premiums for companies to offer as rewards to their top performers. Again, John works with the best. *Fortune* 500 clients, including Sony, Nestle, Du Pont, and M&M Mars, top the list.

Disney's client base is "extraordinary" because of its name, John says. "Disney has always stood for the finest in family entertainment. Today, corporations from around the world associate our name with quality."

The image of Disney itself makes John's job easier. But a job as diverse as his has many pluses. He says his job is exciting, filled with opportunities to take risks, and be creative, too.

High on John's list are the tangible results he sees from his efforts. When John Bisignano turns on the television, he knows what Troy Aikman is about to say. ▲

ALUMNI LEADERSHIP

Gerald A. Cerce '69
Trustee

National Alumni Council Chair

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secretary

Thomas R. Ryan '83
program chair

Donald F. Walsh '51
trustee (advisor)

*BEST COORDINATORS

1921

Mary G. DeSilva of Seekonk, MA, volunteers for the Grange.

1931

Adelaide (Whipple) Briggs of Coventry, RI, volunteers 20 hours each week in the records division of the Coventry Police Department.

1937

F. Elva (Buffington) Wirth of Cranston, RI, was re-elected to a three-year term as treasurer of the Rhode Island State Society Daughters of the American Revolution.

1940

Alice (Durfee) Oates of Tok, AK, received the Rehabilitation Award by the National VFW Convention; this is her third national award in two years.

1941

Gardner "Chubby" Oakes, Kenneth Hazard, Warren Allen, and Ray Smith held a reunion of the "Unholy 4" in Seekonk, MA, on September 3. This was the first time they had all been together in 51 years.

1942

Leonard M. Levin of Providence, RI, was named an honorary member of the American Institute of Certified Public Accountants.

1946

Collette Dickey of Camden, ME, is a literacy volunteer at the Maine State Prison in Warren.

1948

Edward C. Andrews Jr. of Norwich, CT, was elected president of AARP Chapter 1004; appointed state chair of the Knights of Columbus vocation program for Connecticut; and named a Grand Knight of the White Cross Council 13.

Charles McCoy Jr. of Marietta, GA, retired and is involved in financial planning and consulting.

Raymond C. Petrone of Johnston, RI, was named assistant to the superintendent of transmission and distribution for Narragansett Electric Company in Providence, RI.

1949

Lorraine R. Atkin of Cranston, RI, retired as the assistant supervisor for children's services at the Massachusetts Hospital School.

Arthur L. Dawson Jr. of Lincoln, RI, retired as director of Veteran's Employment and Training for the US Department of Labor for Rhode Island.

William Johnson Jr. of Chattanooga, TN, retired and was elected regional vice president of the Illuminating Engineering Society of North America.

1950

Calvin A. Archard of Attleboro, MA, was named "Person of the Year" by the Attleboro Chamber of Commerce.

1951

Alfred W. Dark Jr. of Cumberland, RI, retired as cash management supervisor after more than 40 years with Amica Mutual Insurance Company.

Harris L. Halvorson of North Kingstown, RI, is the owner of Halvorson Landscape in North Kingstown.

1952

William C. Nemes of Lima, OH, retired as accounting manager with over 39 years of service to Westinghouse Electric Corporation.

1956

Richard W. Peterson of Warwick, RI, was promoted to senior vice president at Fleet Investment Services in Providence, RI.

Doris (Weingard) Pike of North Quincy, MA, is the author of *Surviving Unemployment: A Family Handbook for Weathering Hard Times*.

Sanford H. Zuckerbrot of Old Westbury, NY, is the president of Sholom & Zuckerbrot Realty, which is celebrating its 30th anniversary.

1957

Helene (Dacy) Bradley of East Providence, RI, was named principal of John Wickes School in Warwick, RI.

Siro T. DeGasperi, of Palm Beach Gardens, FL, retired as vice president after 33 years with United Parcel Service.

Janet (Weible) Michaud of Enfield, CT, was promoted to assistant vice president at Fleet Bank, N.A., in Hartford, CT.

1958

Karl F. Ericson '91H of Providence, RI, received the Accountant Advocate Award by the US Small Business Administration.

1959

Richard W. Barrar of Houston, TX, retired after 32 years as sales manager from Shell Oil Company.

1960

Robert E. Metivier of Pawtucket, RI, was elected mayor of the City of Pawtucket.

1961

Carol (Anisewski) Corwin of Cranston, RI, was promoted to assistant vice president/commercial real estate lender at Shawmut Bank of Rhode Island in Providence, RI.

1964

Anthony R. Concra of Hudson, NY, is the owner of Concra Appraisal Associates in Hudson.

1965

Rose Marie (DiBlasio) Baer of Massapequa, NY, was promoted to full professor at Nassau Community College in Garden City, NY.

1966

Douglas W. King of Bristol, RI, was promoted to head of the marketing area, school of business, at Roger Williams University in Bristol, RI.

1967

Maureen (Hendricks) Davis of Claremont, NH, is the office manager of Davis Financial Planning Services in Claremont.

Arthur Wexler of Turnersville, NJ, was appointed director of Atlantic Community College's Cape May County Extension Center in Mays Landing, NJ.

1969

John A. Barba of North Kingstown, RI, was elected president of the Big Brothers of Rhode Island.

Thomas R. Davis of Claremont, NH, is the owner of Davis Financial Planning Services in Claremont.

Herbert G. Fisher of Attleboro, MA, participated in creating and erecting the war memorial in Attleboro which honors veterans of all wars.

1970

John C. Beebe III of Newport, RI, retired from the US Army Reserves and was awarded two meritorious service medals and a Rhode Island Star Medal.

Marilyn (Furtado) Harris of Somerset, MA, was appointed principal of the Wiley Elementary School in Fall River, MA.

Pauline (Dumas) Leduc of Tiverton, RI, was promoted to associate professor in the office administration department at Bristol Community College in Fall River, MA.

William A. McGarry '77 of West Warwick, RI, was promoted to division staff inspector of the new inspectional services section of the RI State Police.

Benny R. Ribaldo of Arvada, CO, is on the board of governors for the Phi Kappa Tau Chapter at CSU, a member of the Food Bank of Arvada, and active in the St. Anne's Church Men's Club.

1971

Harry G. Hoopis of Cranston, RI, is a produce sales representative at James Ferrara & Sons, Inc., in Canton, MA.

Barnett E. Sapurstein of Indianapolis, IN, is principal and executive vice president for the Controllership Group, Inc., in Indianapolis.

1972

John T. Botelho of East Greenwich, RI, was elected to the East Greenwich Town Council.

Mary E. Cameron of Lincoln, RI, retired as a teacher in the business department at Central Falls High School in Rhode Island.

1973

Alcide G. Martel Jr. of Warren, RI, retired as staff administration specialist from the National Guard after more than 40 years of service.

1974

John H. Ricci of Rehoboth, MA, is the owner of Timeless Jewelry in Cumberland, RI.

Beverly A. Soriano of Waltham, MA, was granted tenure at Framingham State College in Framingham, MA.

Lawrence J. Walsh of Pawtucket, RI, received the Small Business Media Advocate Award from the US Small Business Administration.



John T. Williams of Franklin, MA, is assistant vice president, mortgage finance group, at the Boston Financial Group in Boston, MA.

1975

John Cameron of Warwick, RI, is house manager for the Academy Players, a community theatre group based in East Greenwich, RI.



Robert A. DiCarprio of Cumberland, RI, was elected president of the Professional Photographers Association of New England.

Rebecca R. Rotondo of Johnston, RI, was promoted to budget analyst at the US Attorney's office in the Department of Justice in Providence, RI.

1976

Robert S. Kashmanian '80MBA of Bedminster, NJ, is a senior partner at Strategic Resource Group in Pluckemtn, NJ.

1977

Donna Creed Bauman of Canton, MA, received a master of science degree in social work from Boston College.

Jeffrey P. Galli of Union City, CA, is an account executive for Pacific Bell in San Jose, CA.

Raymond R. LaPointe of Cumberland, RI, was awarded the Small Business Administration District Community Service Award by the US Small Business Administration.

Mark E. Lightowler '83MBA of Orange, CT, was named director of new business opportunities at the Fine Fragrance Group for Revlon in New York, NY.

David B. Spicuzza of Cranston, RI, was promoted to branch manager of the Metropolitan Life sales office in Taunton, MA.

1978

Ernest A. Almonte '85MST of North Scituate, RI, was appointed by Governor Bruce Sundlun as one of two permanent members of the Architectural, Engineering, and Consulting Selection Committee for the State of Rhode Island and reappointed to the RI Clean Water Protection Finance Agency for another three-year term.

Ellen (Ruppert) Bernero of Union, NJ, is a legal secretary to a senior partner at Lerner, David, Littenberg, Krumholz & Mentlik in Westfield, NJ.

John R. Byrne Jr. of Pepperell, MA, was promoted to director, sales planning and communications at Welch Foods, Inc., in Concord, MA.

Maurice E. Cournoyer of Woonsocket, RI, was promoted to customer service manager at UVEX Winter Optical Company in Smithfield, RI.

Karen (Mazzacone) Green of Peekskill, NY, was promoted to office manager at Vic J. Mazzacone, Inc., in Ossining, NY.

David A. Laverty of Cumberland, RI, was promoted to director of marketing - graphic products at Lotus Development Corporation in Cambridge, MA.

Peter J. Paulousky '84MBA of West Palm Beach, FL, is a prosecutor for the Miami State Attorney's Office.

Jeffrey P. Polucha of Cumberland, RI, was elected president of the Rhode Island Liquid Propane Gas Association.

Michael J. Rosadini of Glastonbury, CT, a senior manager with Ernst & Young, was elected recording secretary of the Health Care Financial Management Association.

James F. Standish of East Hampton, CT, CFO and Treasurer of Bradley Memorial Hospital and Health Center, Inc., was elected to the Health Care Financial Management Association Board of Directors.

William B. Trinqu of Harrisville, RI, was promoted to corporal within the RI State Police Department.

1979

Debra Brunner of Chesterfield, MO, was promoted to vice president of marketing at Hanover Insurance Company in St. Louis, MO.

Frederick J. Duffy of Tolland, CT, was promoted to information engineer at the Travelers Insurance Company in Hartford, CT.

IN SUPPORT

The family of the late **Jill D. Smith Ellsworth '83** has established a scholarship at Bryant in her memory. A \$10,000 check for the **Jill D. Smith Ellsworth Memorial Endowed Scholarship Fund** was recently presented to President Trueheart by her parents, **Bob and Diane Smith**; her daughter, **Laura Ellsworth**; and her husband, **Bruce Ellsworth '71**.

Jill Ellsworth received an associate degree from Bryant in 1978 and a bachelors in 1983. Because she did not complete her studies until she was older, her family expressed a preference that the scholarship be awarded to an older "non-traditional" female student. Jill Ellsworth died of cancer in 1989.

"This scholarship would have pleased Jill because she could help someone else attain what she had," says her mother. "She was an advocate for women to find their place and move forward."

"Jill was always a student, always a reader" Diane Smith adds. "Her marriage and family came first, but she truly enjoyed school."

Contributions to the scholarship are welcome and can be sent to:

**Development Office
P.O. Box 40
Bryant College
1150 Douglas Pike
Smithfield, RI 02917**

PROFILE

JEFF '83 AND
AMY CLARK '84 LEMKIN

The husband and wife team of Jeffrey D. Lemkin '83 and Amy Clark Lemkin '84 began their partnership while students at Bryant. Numerous enterprises later, they own and operate the Bread Basket Bakery, a Kosher bread and bagel store in Framingham, Mass.

Armed with computer information systems degrees, the couple have become active in a variety of businesses. While Jeff's computer consulting business, Lemkin Associates, is no longer in business, they are still operating a shop, Lemkin Novelties.

Computers to novelties to Kosher foods. The common thread is obvious to Jeff and Amy: it's management. "We have bakers to make the bagels," Amy says. "We manage the businesses. That's what we're good at."

The Lemkins' interest in bagels started by observing a friend's successful business. When an opportunity came up to buy a store that had "gone under," they grabbed it.

"We get immediate gratification when customers come in and say, 'It smells great!'" Amy says. "The business does very well." So well, in fact, that Boston residents should be looking for the Bread Basket Bakery in their area soon. ▲

Lisa C. Pozzo of Malden, MA, is a paralegal at the Iannella & Mummolo law firm in Boston, MA.

Susan R. Stone of Stamford, CT, was promoted to supervising senior in the audit department of KPMG Peat Marwick in Stamford.

Christopher J. Stupak of Litchfield, CT, is a fourth grade teacher at the Intermediate School in Litchfield.

Peter J. Wright of St. Johnsbury, VT, was named varsity baseball coach of the St. Johnsbury Academy where he is also a math teacher.

1989

Raymond R. Coderre of Pawtucket, RI, was selected as Credit Executive of the Year by the National Association of Credit Management of Rhode Island and Southeastern New England.

J. Matthew Coggins of Westboro, MA, was appointed to direct the new Marlboro Area Visitors Bureau in Marlboro, MA.

David M. Goodman of Mt. Vernon, NY, was promoted to director of junior programs for the eastern section of the Eastern Tennis Association; elected secretary of the eastern section of the United States Professional Tennis Registry (USPTR) Board of Directors; named a national tester by the USPTR National Office; and interviewed for the CBS "US Open" Preview Special.

Joanne E. O'Brien of Norton, MA, was promoted to account executive at the advertising firm of Pagano, Schenck, and Kay of Providence, RI.

Antonella Ricciotti of Providence, RI, is president of the Rhode Island Chapter of the National Association of Insurance Women.

Kathleen P. Smith of Demarest, NJ, was promoted to general manager of the Hampton Inn Hotel in Secaucus, NJ.

1990

William L. Douglas Jr. of Portsmouth, RI, was selected as a member of the Outstanding Young Men of America.

Michael J. Etes of Branford, CT, was promoted to credit risk analyst at the ITT/Hartford Corporation in Hartford, CT.

Judith (Doughty) Kennedy of Holland, MA, was promoted to recruiting consultant for the Travelers Insurance Company of Hartford, CT.

Steven P. Naldi of Wethersfield, CT, received a master of science degree in industrial management from Clemson University and was appointed production planner/expediter at the Fletcher-Terry Company in Farmington, CT.

Kristen M. Tomich of Sayville, NY, is a sales administrator for Medvial, Inc., in Holtsville, NY.

1991

Diane B. Brown of Woonsocket, RI, was promoted to sergeant in the city of Woonsocket Police Department.

Paul S. Cayer of Belmont, MA, is the program administrator, student affairs, at Boston University in Boston, MA.

Glen F. Davis of Malden, MA, is an assistant buyer at Filene's Department Store in Boston, MA.

Jennifer L. Harmoning of Andover, MA, is an assistant manager at Dress Barn, Inc., in Burlington, MA.



Susan (Hulboj) McKenna of Bristol, RI, is a marketing communications associate for American Tourister in Warren, RI.

Luke L. Simard of Blackstone, MA, was promoted to sergeant in the city of Woonsocket Police Department, Woonsocket, RI.

Michael A. White of Marlborough, CT, received a masters degree in business administration from Bentley College and is an associate at Coopers & Lybrand in Hartford, CT.

1992

Michael C. Ludwin of Durham, CT, is an account representative with Metropolitan Life in Glastonbury, CT.

Annette R. Nerenberg of Newport, RI, was appointed marketing manager at Vinland Winery in Middletown, RI.

Mary-Ellen Tinson of Walpole, MA, is co-manager of The Children's Place at the Liberty Tree Mall in Danvers, MA.

GRADUATE TRANSACTIONS

1977

William E. Matteson of Dartmouth, MA, was promoted to division executive for the Bank of Boston's Massachusetts retail division in Boston, MA.

1980

Peter D. Hughes of Schenectady, NY, was appointed business manager of The Albany Academy in Albany, NY.

Lawrence R. Very of Woonsocket, RI, an investment counselor with Harbour Point Financial Group, was installed as chairman of Meeting Street Center's Board of Directors.

1982

Roberta E. Damore of Uxbridge, MA, is manager of special projects at CVS in Woonsocket, RI.

Michael P. Griffin of Swansea, MA, authored a book titled *Launching a Business with Your PC* and co-authored the *Excel Super Book*. Griffin is a lecturer of accounting and finance at the University of Massachusetts in Dartmouth, MA.

Karen B. Jessop of Greenville, RI, is the health center administrator for surgical specialties for Harvard Community Health Plan of New England.

1983

Richard B. Smith of Hope, RI, was appointed a vice president in the human resources department at Fleet Bank in Providence, RI.

1985

John F. Capurso of Phoenix, AZ, president of Century Health Care of Arizona, Inc., was advanced to membership status in the American College of Healthcare Executives. Capurso also serves as CEO of the Westbridge adolescent center in Phoenix.

Robert E. Donovan of Cranston, RI, received the Financial Services Advocate of the Year Award from the US Small Business Administration.

Frances (Guertin) Guevremont of Lincoln, RI, a commercial loan officer at the South Shore Bank in Attleboro, MA, graduated from the Williams College New England Banking School.

Leo G. LeClerc of Smithfield, RI, was selected to Who's Who Among American Teachers and Who's Who in American Education. LeClerc is the elementary guidance counselor in the city of Central Falls, RI.

Geraldine A. O'Connor of Clifton Park, NY, was named vice president/affiliate services for the St. Joseph Healthcare Foundation.



Michael S. Resnick of Cranston, RI, was promoted to senior audit manager at KPMG Peat Marwick in Providence, RI.

1986

Harold A. Brown of Amsterdam, NY, is the owner of Midas Muffler/Brake in Hudson, NY.

Antonio S. Resende of Boca Raton, FL, was promoted to regional manager, Latin America and Caribbean, responsible for promoting sales for PMI Food Equipment Group, Hobart Corporation, in Pompano Beach, FL.



1987

Peter J. Pastore Jr. of Cranston, RI, was appointed an assistant vice president in the commercial mortgage loan department of Attleboro Pawtucket Savings Bank in Pawtucket, RI.

1988

Daniel F. Nehring of Halifax, Nova Scotia, was awarded the Navy Commendation Medal for meritorious service while assigned to the Canadian Forces Fleet School, Halifax, Nova Scotia, Canada.

1990

Karl D. Almond of Danielson, CT, was named manufacturing manager for the Rogers Corporation Poron Materials Division in Killingly, CT.

Paula J. Avarista of Johnston, RI, was promoted to chief of pharmacy for the State of Rhode Island Medicaid Program.

IN MEMORIAM

Brooke A. Sykes '21	November 23, 1992
Gwendolyn (Hodgdon) Byrne '22	April 9, 1992
Carmela Fera '23	August 1992
Ellen (Johnson) Kjellman '23	August 1992
William J. Campbell '29	February 27, 1992
George C. Craig '29, '69MBA, '75H	December 16, 1992
Frank C. Helm '30	September 30, 1992
F. Arden Cooper '32	April 1992
Olive (Dean) Donnelly '32	September 1992
Marie RC Allard '33	September 17, 1992
Lillian (Daft) Bennett '33	April 1992
John B. Christy '34	August 1992
Angela T. Quilici '34	September 1992
David C. Scott Jr. '34	September 15, 1992
Claire (Duerst) Tennyson '34	December 1, 1992
Frances (Deveny) Kilgariff '35	August 26, 1992
Horace J. Lyne '35	November 19, 1992
John F. Alexander Jr. '39	August 1992
Doris (Ogle) McCarthy '39	July 1992
William L. Henry '41	November 1992
John H. Norberg '41	August 1992
Irma (Goldberg) Nass '42	September 27, 1992
Phyllis (Yelle) Weygand '42	September 12, 1992
Lucille (Beebe) Hirth '47	August 15, 1992
John N. Crowley '48	September 8, 1992
Samuel A. Spada '48	October 6, 1992
Kenneth Eldredge Jr. '49	August 23, 1992
Cyril E. King '49	November 16, 1992
Raymond B. Stone '49	August 15, 1992
Garo Aznavourian '50	June 12, 1992
John Michalicka '50	November 18, 1992
Rita (Mountain) Ryan '50	April 20, 1992
Carmella (Gizzarelli) Sordellini '50	March 1992
Eugene L. Cowsill '52	May 20, 1992
Frank C. Anders '55	June 23, 1992
Robert N. Reed '57	August 1992
James P. Buckley '58	September 22, 1992
John F. McKenna Jr. '59	July 1, 1992
Alvin C. Gilden '60	September 20, 1991
Faith L. Campbell '67	October 1992
James Correia '68	July 28, 1992
William T. Gillooly '68	September 1992
Thomas B. Pierce '69	July 1992
William D. Jackson '77MBA	October 4, 1992
David G. Guilfoile '79	September 1992

Ruth (Cogswell) Brown '36 was inadvertently listed as deceased in the last *Bryant Review*. Mrs. Brown is well and residing in Maine.

PROFILE

ARTHUR ASHE '85H

Tennis great Arthur Ashe died February 6, 1993 from AIDS-related pneumonia. In 1985, the College recognized Ashe's many achievements with an honorary Doctor of Science in Business Administration degree. The following are excerpts from that citation.

Arthur R. Ashe Jr., Wimbledon tennis champion and captain of the United States Davis Cup team, your athletic prowess, competitive spirit, and keen intellect have earned you unending praise and admiration. Consistently, as a collegiate All-American and as a consummate professional, you have displayed the utmost respect for your chosen profession and achieved the pinnacle of personal success.

Throughout your career you have been involved in serving the young, the afflicted, and the disadvantaged in American society.... With pride and dignity, you have been a prime contributor to the United Negro College Fund, served as chairman of the Black Tennis Foundation, and ultimately became National Campaign Chairman of the American Heart Association....

Arthur R. Ashe Jr., athletic champion, socially responsible citizen, talented writer, successful businessman, you have earned the praise of millions. Throughout your life you have conducted yourself as an exemplary professional whose name is synonymous with honesty and perseverance. ▲

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A Masterpiece!"**

**"A GUARANTEED
GOOD TIME
FOR ALL!"**

"Two big thumbs up!"

**"DON'T MISS IT!
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**"Reserve Your Seat Early!
Check Your Mail For Details."**

**BRYANT COLLEGE
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JUNE 11-13**

Call Donna Harris at (401) 232-6040 for more information.

Richard Oster talks about why he devotes his time, energy, and financial support to Bryant College and the Center for International Business and Economic Development (CIBED).

With a \$2 million grant from Congress, CIBED was created to enhance Bryant's role in promoting economic growth in the Northeastern United States. CIBED encompasses the College's five corporate outreach programs: the Small Business Development Center, the Export Assistance Center, the World Trade Center Rhode Island, the Institute for Family Enterprise, and the Center for Management Development. CIBED will also serve as a vehicle for involving faculty and students in corporate outreach efforts.

For more information about Bryant's Corporate Partners' Program, contact Cheryl Comai, director of corporate development, at (401) 232-6493.



**Richard M. Oster '91 H
Bryant College Trustee
Chairman, Corporate Partners' Program
Chairman, Cookson America, Inc.
Group Managing Director, Cookson Plc**

"The business climate in Southeast New England is suffering. We have high unemployment and poor progress in job training. I don't see any quick fix to these problems, and that's why I'm so interested in the Center for International Business and Economic Development at Bryant.

"Small business is the nucleus of growth. Without small businesses and without new ideas, we would just stagnate. We have to encourage the start up of small businesses, support those that we already have, and continue to train, educate, advise, and create mentor programs. Bryant is doing those things through CIBED.

"This is a new world. A world where we buy raw materials in one country, manufacture in a second, and sell in a third. Floundering small businesses have to become well positioned today and tomorrow and to gear toward the year 2000. There is no way they are going to be able to compete without the right advice from people who have gone through trying times. Bryant offers that advice through CIBED.

"No one in life gets ahead on their own; someone extends a hand. A hand of cooperation and friendship and strong business advice can make a difference in an individual's career or in a small business becoming a large and profitable one.

"I'm involved in CIBED and Corporate Partners because it's gratifying - both professionally and personally. It's fulfilling to see someone else succeed. If we can go forward with a program and see others succeed, that is certainly the greatest thrill I can have as a businessman.

"People should support CIBED because in our great state life has been good to many of us. It's time to give back to the community at large and to other businesses the knowledge we have acquired over the years, the knowledge that has helped us grow and become successful."

SPRING '93



**Mellynda Heiges '89
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