Partnering for School of Business Success

Meet Bob Lazar '77 and other alumni making a difference in the School of Business
I am proud of our alumni and the School of Business

In my years in the B school, I have found that our greatest asset has and continues to be our students. You are the best of the best. I’ve cherished every year I have been involved with you. The memories of the fun times linger and your success bolsters my spirit. I am fortunate to have been associated with you and your friendship is my strength. I recently found a quote that sums up my attitude towards work, “If you find something you love, you will never work a day in your life.”

The campaign for UAlbany’s School of Business will enhance our longstanding reputation as the best research university-based business school in New York State. The centerpiece of the campaign is the new School of Business building, a hub of learning, innovation and entrepreneurship for the Capital Region and the state. The 96,000 square foot structure will promote commercialization and entrepreneurship activity for business students and professionals.

Because of our successful students, the School of Business is highly regarded. A number of things support this reputation: academic quality, accomplished and accessible faculty, innovative and customized programs of study, internship opportunities and the excellent advisement and placement of graduates with influential organizations.

As we go to press, we have raised $6.97 million (72%) of our $9.75 million goal to fund three priority areas:

1. To provide increased scholarship aid to attract superior students;
2. To enhance the academic environment to allow students and faculty to advance the discovery, communication, and application of knowledge for all areas of business within a complex global economy;
3. To build endowments for research support that sustain outstanding and diverse faculty, as well as allow students to work side by side with faculty in various research projects.

There has not been a better time to support the School of Business.

Private philanthropy combined with New York State support for the construction of our new building, positions the UAlbany School of Business as a leader in business education.

The new building will serve as a hub of learning and innovation, and expand and strengthen the school’s presence as an economic force for the Capital Region and New York State. A gift to name a classroom, an academic program area, a computer lab, an interview room, meeting space or faculty office will stand as a tribute to the school’s past and an expression of its future.

Gifts to the campaign are investments in the success and future of the school, and a way to say thanks to the institution that helped propel its graduates to personal and professional success.

Your support is critical in moving the School of Business forward.

My fondest regards,

John Levato
Assistant Dean
School of Business
Departments

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UAlbany Business is free of charge for its alumni and friends.

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Get involved in the new building excitement!
Check out the School of Business campaign website:
http://www.albany.edu/supportbusiness
School of Business alumni are engaged. They work with the dean, department chairs, faculty and staff to enhance the academic experience. They see opportunities and provide funding. They see a need and provide resources.

Alumni support comes in three forms: time, talent and treasure. Alumni have been there and done that and take the time to share their expertise with students. They provide career advice, critique resumes, hire our students for internships and jobs, and more.
Alumni support the school in a variety of ways. Dean’s Advisory Board member Michele Fleckenstein ’81, Chief Financial Officer, Berkley Capital has been a relentless supporter of the School of Business for 24 years.

Matt Brooks ’02, Program Manager for Information Management and Leadership Program at General Electric regularly guest lectures at the school and works with ITM students to prepare them for the workforce.

Alumni Nick Macllvaine ’93,’95, Product Sales Manager, and Dan Primavera ’94,’96, Solutions Architect, both of SuccessFactors, facilitated a $200,000 donation of cloud-based human resource information systems software, managed and evaluated an MBA student project using the software, and spent time advising students on career tracks.

Alumni support allows the School of Business to undertake initiatives that they otherwise could not, or could not do as successfully. Public funds pay for the shell of the new building, and the faculty and staff who keep the school alive and innovative. Private funding, much of it from alumni, takes us up a notch or more. As you read on, you’ll hear about a business communication class for accountants, a social media addition to the marketing concentration, opportunities for freshmen to learn about the accounting profession, an academic conference that wouldn’t have happened without outside support, and many other initiatives that would not have been possible without alumni involvement.

BOB LAZAR AND THE NEW YORK BUSINESS DEVELOPMENT CORPORATION: A HISTORY OF GIVING

Long before shovel hit dirt, when some said a new School of Business building was a crazy idea that couldn’t happen, Bob Lazar ’77 facilitated the first corporate gift for the proposed building, a $50,000 donation from the New York Business Development Corporation. At the time, Lazar said, “Technology is changing the business environment daily, as well as the learning and teaching environment. In order to produce the business leaders of tomorrow, today’s academic facilities must be versatile, adaptable, and flexible. We are proud to be the first to contribute toward what will be a spectacular new home for the School of Business.”

Since then, almost $7 million has been raised. Lazar certainly started the ball rolling. But it wasn’t his first involvement with the School of Business, nor his first gift.

For forty years, Lazar has never lost touch with the University. He graduated with an accounting degree in the 1970’s and taught evening classes in accounting in the 80’s. He started facilitating corporate gifts in the ’90s, with a donation earmarked to refurbish a classroom and in the 2000’s for the MBA office suite.

Lazar has done more than provide funds. He provided invaluable education experiences for students when he arranged campus visits from Kevin Warsh, the youngest member of the board of governors of the Federal Reserve System, Jennifer MacPhee, Regional President, Bank Of America, and Hugh Johnson, the nationally-known economist and chairman of Hugh Johnson Advisors Inc. Lazar also shared his expertise as Executive-in-Residence for the school.

Circa 1996: Ribbon-cutting of the refurbished MBA classroom. Karen R. Hitchcock, 16th president of the University at Albany, Donald Bourque, then interim dean of the School of Business, and Robert Lazar ’77, then president and CEO of New York Business Development Corporation.
Younger students have also benefitted from Lazar’s largesse. He has donated time and funds to the School of Business sponsored Young Entrepreneurs Academy, now in its third year. YEA! teaches 11 through 18 year olds how to start their own business. As with the new building, Lazar has been a significant supporter from the start, donating seed funds to student proposals and sitting on the investors’ panel. Lazar has also worked to promote the program through his vast network.

The accounting grad has also served as a board member of the UAlbany Foundation and the MBA Advisory Board. He was a recipient of the School of Business Distinguished Alumnus award and Entrepreneur of the Year award from the UAlbany Alumni Association.

In the 1990’s, Lazar, then a member of the Dean’s Advisory Board based in New York City, encouraged the school to create the School of Business Advisory Council for the Capital Region. He has chaired that group since 2010, continuing his interest and support of the School of Business. Today Lazar serves as an advisor to the TBC Albany accounting firm and is a director of Sterling Bancorp, a NYSE company.

ERNST & YOUNG: THE QUEST FOR NEW OPPORTUNITIES FOR INVOLVEMENT

Ernst & Young provides time, talent and funding for two major projects that directly benefit students: the business communication class for accounting majors and the LEAD diversity program. This is in addition to speaking to every student group every semester, hosting receptions for freshmen in the Direct Admit program each spring, and sponsoring the Junior Accounting Orientation every four years. Looking to the future, Ernst & Young plans to provide the initial and ongoing support for a student lounge in the new building.

All of this is accomplished with alumni donations matched by the firm and countless hours that E&Y employees, staff through partners, invest in UAlbany to make a difference. Stacey O’Brien, Americas People Team Campus Recruiter said, “We have over 100 UAlbany alumni in the firm and likely 40-50% of those have returned to campus in some capacity. Each event we try to bring a variety of recruiters and client service professionals across all service lines and all levels ranging from intern through partner.” Annually, E&Y spends over 100 hours on UAlbany projects, hosting 30 events, a substantial investment in the school.

The business communication class was established three years ago with a portion of a $100,000 gift from the Ernst & Young Foundation and UAlbany alumni employed at E&Y, and was recently re-funded for three more years. Using their experience with new hires, Ernst & Young reviews the curriculum with the instructor and offers guest speakers on negotiation, presentation skills and how to progress from classroom to boardroom.
The LEAD Scholars Program (Leadership Education in Accounting and Diversity) was established by Accounting Chair Ingrid Fisher to increase retention of accounting students. The Ernst & Young funded program, now starting its third year, offers tutoring, extra study sessions and events sponsored by the firm. E&Y funds two graduate students who mentor.

A reception for high school students accepted into the Direct Admit program was hosted by Ernst & Young at their offices this spring, where partners took the time to talk to the prospective freshmen and their parents.

O’Brien jokes that she has a sleeping bag on campus, which isn’t far from the truth. She and her fellow E&Yers are frequent visitors to UAlbany; they regularly present to student groups: Delta Sigma Pi, Beta Alpha Psi, Albany Business Leaders Emerging, the National Association of Black Accountants, the Association of Latino Professionals in Finance and Accounting and Women Excelling in Business. The firm also provides speakers for the first Living Learning Community: World of Business, established three years ago. They meet with the students once in the fall and once in the spring to help the freshmen acclimate to the University and to business school and beyond.

NORTHEASTERN MUTUAL: MAKING AN IMPACT ON-CAMPUS

How does a guy with an undergraduate degree in biochemistry who works in finance end up supporting a marketing concentration? Bill Newman ’81, Managing Director at Northwestern Mutual was on a pre-med track at UAlbany when he discovered “It’s not who I was,” and found financial services. Fast forward thirty years, Northwestern Mutual has an interest in hiring marketing majors for internships and jobs. Newman said, “We want to have an impact on campus and get brand recognition for our internship program.”

Newman and Alex Tronco, Managing Partner of Tronco Financial Group, a graduate of Siena College, combined their personal donations for a total of $25,000, with an employer match resulted in a gift of $50,000. With planning, Newman’s $12,500 donation became $50,000.

The pair chose to make an undesignated donation, allowing the School of Business to use the funds to best advantage. Northwestern Mutual sought more engagement with students and the marketing department wanted more engagement with business. A perfect fit.

The funds will enable the marketing program to offer more courses in digital media. A new class in Social Media Marketing will strengthen the undergraduate concentration in marketing. All thanks to Bill Newman, Alex Tronco and Northwestern Mutual.

See page 17 for information on matching gifts.
Deloitte underwrote the Fourth New York Accounting and Finance Forum, featuring eight research presentations in the two disciplines, with a donation facilitated by George Warnock ’79, Managing Partner and member of the Accounting Advisory Board. The annual conference rotates between the University at Albany and the other member schools: University at Binghamton, Syracuse University and the University at Buffalo. Each of the four host schools is tapped to supply one presenter in each discipline. The University at Albany had the privilege to host the conference after funding was received by Deloitte.

According to Randy DeYulio ’92, Partner at Deloitte and member of the Accounting Advisory Board, Deloitte was happy to support a forum with the top academics discussing issues meaningful to the business world. He believes it is important to look beyond events with a direct connection with students as there are some less obvious benefits with events like the Forum, which enhances the brand of the University at Albany’s School of Business.

DeYulio said, “Research helps to differentiate one university from the next. We support anything that enhances UAlbany’s brand and reputation. This event saw faculty members from different organizations working together. It’s something that a lot of universities don’t do.” He added, “In the twelve years I’ve been recruiting at UAlbany, I’ve seen its reputation increase. The University works to enhance the reputation of the school, which attracts better students who become our employees down the line.”

Deloitte takes a turn hosting the accounting orientation for juniors every four years, sharing the responsibility with the other Big Four accounting firms. DeYulio said, “You’d be hard-pressed to find another school that hosts an event like that.” Deloitte hopes to host the next accounting orientation when the new School of Business building opens in the fall of 2013.

Deloitte is a regular visitor to accounting fraternity Beta Alpha Psi, offering mock interviews and presentations on accounting topics, including forensic accounting.

DeYulio, who has been involved with the school since he graduated in 1992, notes that Deloitte is the biggest contributor to the new building, the result of a 100% partner commitment, and a double-match program. He said, “The majority of our people have donated to the school. It’s an easy process here and well publicized.”

For the first two years of the current endowment, all donations to the University at Albany are double matched. For every $1,000 donated by an individual employed by Deloitte, the firm kicks in $2,000.
PricewaterhouseCoopers: Reaching out to Students

PricewaterhouseCoopers provided a $10,000 grant to the University at Albany for the “World of Accounting,” the latest Living Learning Community, designed to help freshmen quickly acclimate to college and form connections with each other and faculty. The money came from a PwC INQuires grant funded by the PwC Charitable Foundation.

The “World of Business” was the first Living Learning Community, created in 2010; the World of Accounting was the 17th and the only privately funded community. The 42 students who started this fall share an interest in accounting and live together on two floors in the Fulton Hall on State Quad. They attend some classes together including a special Freshman Seminar program taught by accounting lecturer Mark Hughes. To foster a closer faculty-student relationship, Hughes regularly has lunch with the students. A community assistant develops co-curricular programming. The INQuires grant will pay for an etiquette lunch, bus rentals to visit accounting firms and other items designed to counsel and prepare students for a career in accounting. Assistant Vice Provost for Student Engagement Linda Krzykowski said, “The research is very clear. LLCs are contributing to the achievement of students. Those living in these communities perform higher academically and are more likely to graduate in four years.”

PricewaterhouseCoopers contributes to the School of Business in many ways. The firm participates in the Junior Accounting Orientation. This year, PwC sponsored the event, sending fifteen representatives, including six partners and four managers. Firm leadership also took time from their uber busy schedules to attend. Managing Partner Brendan Dougher, Diversity Leader Paula Theus and Corporate Responsibility Director Jeffrey Senne were featured speakers.

Campus Recruiting Manager Michele Guglielmi said that this fall, like every fall, the firm will speak to all business clubs at UAlbany, from Beta Alpha Psi to Albany Business Leaders Emerging to the National Association of Black Accountants to Delta Sigma Psi, the Association of Latino Professionals in Finance and Accounting, and Women Excelling in Business. She notes, “We are here almost every week from the start of classes through the end of November.”

PricewaterhouseCoopers offers a matching gifts program that allows employees to easily double the gifts they give to the school.

Guglielmi works closely with Accounting Chair Ingrid Fisher to identify new projects. Next project? A financial literacy program in local schools.

Answer the Phone

Answer the phone when the UAlbany Fund calls. There is a student on the line waiting to tell you about what your alma mater is doing today. Vanessa Schrader ‘10, ’12, Associate in the Real Estate Industry Group of PricewaterhouseCoopers, made calls from 2009 through to her graduation this past spring. Schrader said, “Alumni are able to get a unique perspective from the call center because they talk directly with students. It’s better than reading the alumni magazine.”

Besides filling in alumni on what is happening on campus, the accounting student worked with callers to split their donations between projects, and helped them find out if their workplace matched donations.

While some inquired about the continued existence of favorite bars, many alumni asked about new construction on campus, how money was being spent and rankings. Schrader answered these questions and more, including informing callers that tuition covers only 20% of the cost of running the university.

The UAlbany Fund, through the Dean’s Initiative for Academic Excellence, serves as the School’s venture capital fund. The fund provides unrestricted dollars for immediate use to the School of Business, to accommodate the greatest need at any particular time, allowing the Dean to direct your generous gift to the area of greatest opportunity or need—immediately.

Answer the phone when the UAlbany Fund calls. Vanessa Schrader will.
I wanted to show strong support for the School of Business campaign and I wanted to have as much impact as possible.

– Joan Rosenthal ’76
Joan Rosenthal '76 and Stacy Bash-Polley '89 are members of the Dean's Advisory Board. Their history of involvement has resulted in a sizeable knowledge of the School of Business and its history, and a keen awareness of its needs and aspirations.

Rosenthal put that knowledge to work when she created the Joan D. Rosenthal '76 and Frederick S. Schiff Undergraduate Teaching Prize with her husband Fred Schiff. The endowed award recognizes excellence in undergraduate teaching.

Discussions with fellow alumni and administration at the meetings of the Dean's Advisory Board helped Rosenthal shape the award. She said, “Several strands of things came together. There were discussions within the board about funding research and strengthening the student experience. At the same time, I wanted to show strong support for the School of Business campaign and I wanted to have as much impact as possible.”

The Rosenthal-Schiff Award provides significant faculty incentive to facilitate direct and close connection between undergraduates and faculty, to ultimately improve the learning experience of undergraduate students. The couple have a keen appreciation for teaching, in part because teaching runs in the family. Schiff’s father taught business, his uncle taught accounting, and Rosenthal’s brother teaches business.

Rosenthal said, “I was not a wealthy kid and I didn’t have a plan when I started at the University at Albany. But I knew that it was a highly rated school in the state capital. The School of Business was great for me. Now I’m trying to give back so that the same goes to the next generation.”

Rosenthal met Associate Professor Uday Chandra, the 2012 recipient of her award. She said, “I was pleased to meet Uday. He embodies all of the things I hoped to see. He cares about teaching, cares about students and is interested in how accounting is applied in the workplace.”

Professor Chandra is not known for easy classes. For many, the first course in Intermediate Accounting, which he teaches, is their hardest class. Chandra said, “It is important to communicate content, but also to expose students to deep learning and motivate them to develop the learning styles necessary for a successful career in a supportive environment.” He notes that providing rigorous and challenging courses does not translate into uniformly positive feedback from students, so he especially appreciates the recognition provided by the Rosenthal-Schiff Award.

Bash-Polley, a Partner-Managing Director at Goldman Sachs established the John S. Levato Endowed Teaching Award to recognize excellence in undergraduate teaching and service. She previously endowed the Jean F. Glickstein Endowed Scholarship, supporting a female undergraduate student.

She created the faculty award because of the help she received from Assistant Dean John Levato. Bash-Polley said, “John makes every student feel that they are special. He never forgets a name or a person. With this award I hope to encourage other faculty to work with and guide students as John has done for so many years.”

Associate Professor of Management Rich Johnson, the 2012 recipient of the Levato award, takes the time to get to know the students in his human resources and human resource information systems classes. He said, “The award reinforces the value of teaching and the effort we put into teaching.” Johnson recently arranged a $200,000 software donation for the use of students in HRIS. (See story: Partnering for School of Business Success on page 2.)

Joan Rosenthal graduated with a bachelor’s degree in accounting. She retired as a managing director, Global Economic & Policy Research, from JP Morgan Chase. She currently serves as a director of the University at Albany Foundation. Rosenthal has been a member of the Dean's Advisory Board since its inception in 1994 and is a recipient of the UAlbany Excellence in Alumni Service Award from the UAlbany Alumni Association. She was a featured speaker at the inaugural Women’s Networking Reception in 2005 and at the Direct Admit reception in 2012.

Stacy Bash-Polley graduated with a bachelor’s degree in business. She is Partner-Managing Director at Goldman Sachs. She is a member of the Dean’s Advisory Board and was the featured speaker at 2010 commencement. U.S. Banker ranked Bash-Polley third in their list of the Top 25 Nonbank Women in Finance.

Stacy Bash-Polley ’89, creator of the John S. Levato Endowed Teaching Award and the Jean F. Glickstein Endowed Scholarship, was the featured speaker at the 2010 School of Business commencement.
Every spring, the best and the brightest accept kudos at the annual School of Business Award Ceremony. Much preparation goes into planning the day and selecting the students. It all comes back to the alumni who fund many of the awards. The impact extends far beyond the celebration.

The first official University at Albany School of Business Awards Ceremony was held in 1983; Dean Harvey Kahalas welcomed graduate and undergraduate students, family, faculty and staff to a dinner at the Americana Inn, now the Desmond Hotel. The infamous Professor Harold Cannon presented the New York State Society of Certified Public Accountants Award to Brad Coleman ’83, now Global Head of the Alternative Assets Group for Citigroup. Eighteen awards were bestowed but only one had a monetary component. The first funded scholarship, the SUNY A Alexander Grant and Company (now Grant Thornton) Award, provided a $1,000 summer internship in the School of Business Accounting Department. By contrast, in 2012 we granted a whopping 48 awards, 33 with endowments.

Students are still perennially poor just like when you were in school. Money earned from summer jobs, campus jobs and year-round internships help make ends meet. Scholarships help too.

Some students pay their tuition bills with the scholarships they receive.

Kelechi Nwokocha ’13 put the Dean C. Backer ’88 Scholarship towards tuition.

Frank Peluso ’13 combined the Elizabeth Drumm Demske and Edward Demske Scholarship with the university’s Presidential Scholar Award to result in nearly free tuition, a necessity for the son of a single mother who has two children in college.

Katy Muller ’13, winner of the Mark B. Taylor Award when she was a freshman and the Milton and Mary M. Danko Golden Rule Award in 2012, is footing the bill for her own schooling and finds it hard to hold a job while going to school and interning. She said, “During the school year I feel that it’s important to intern, especially being a marketing major. Internships are rarely paid in marketing, so I depend on my summer income and financial aid to get me through the year. Between my Frederick Douglass Scholarship at UAlbany and the awards I’ve received from the School of Business, my student loans have been kept moderately low.”

It was very rewarding to receive a scholarship that reinforced many of the values I stood for. The Dr. Ronald W. Forbes Scholarship recognized the work I did both academically and for the community. It showed that the University cared and recognized individuals who strove for excellence. After receiving the award I was inspired to achieve greater things not only for myself but also for the community.

— Simeon Kawakami ’12
Simeon Kawakami ’12, who started work for Ernst & Young after graduation this spring, used The Alumni of Professor Ronald W. Forbes Scholarship to buy textbooks.

Joe Esposito ’13, a direct admit into the School of Business and like Kawakami, a member of the Financial Analyst Honors Program will use the Forbes Award to pay for the Certified Financial Analyst Level One Exam.

Twins Jeffrey Spiletic ’13 and Kevin Spiletic ’13 used The Zelin Family Endowed Scholarship to reduce the amount of student loans they had to obtain for their senior year. Kevin said, “Having a twin brother attend college at the same time as me puts a large financial burden on our parents. Because of this we finance most of our educations on our own. We both worked weekends in high school to save up for college. My brother and I work ten hour shifts 5-6 days a week during the summer as waiters in order to pay the upcoming semester’s bill. Scholarships allow us to focus on school during the academic year since we don’t have to come up with even more money.”

Nicole Gillette ’13, the 2012 winner of the Rose C. Anacreonte Endowed Scholarship, said, “Not only was it extremely helpful in the financial sense, especially because college can be very expensive, but was also a great reminder that I am on the right path to great success. Being able to be recognized for achievement is a great feeling and by being awarded this honor was definitely great recognition for what I am trying to accomplish at the University.”

Joe Esposito ’13, a Presidential Scholar, and a member of the selective UAlbany School of Business Investment Group said, “The scholarship has benefited me two-fold, economically and mentally. I have put a lot of hard work not only into my classes but into the investment group. My grades, summer internship, and this award especially have allowed me to push forward and break through ceilings I had previously thought to be unreachable. It is incredibly comforting that the staff of the Financial Analyst Honors Program has such a high opinion of me to nominate me for this award.”

Kelechi Nwokocha ’13 a member of the Financial Analyst Honors Program who is also working on a minor in Economics, and serves as Vice President of the National Association for Black Accountants is encouraged by the...
Dean C. Backer ’88 Scholarship. He said, “It’s a reward for working hard and encourages me to push harder. We are motivated to do better. It adds value to the community.”

Simeon Kawakami ’12 received the Forbes award not only for academic achievement but for his contributions to the life of the University and the community. The recognition inspired him to do more. He said, “It was very rewarding to receive a scholarship that reinforced many of the values I stand for. The Dr. Ronald W. Forbes Scholarship recognized the work I did both academically and for the community. It showed that the University cared and recognized individuals who strove for excellence. After receiving the award I was inspired to achieve greater things not only for myself but also for the community.”

In 2012, Frank Peluso ’13 was the inaugural recipient of the Elizabeth Drumm Demske ’61, MS ’63 and Edward Demske ’58 Scholarship. Peluso said that the recognition allowed him to do more with the School of Business. He said, “I have been able to connect with the Business School faculty and staff on an extremely personal level which has helped me succeed in classes, my aspiring professional career and my maturity because of the great array of people I am now close with.”

Jeffrey Spiletic ’13 and Kevin Spiletic ’13 received The Zelin Family Endowed Scholarship this year, created by Steve Zelin ’84, a member of the Dean’s Advisory Board and a good friend to the School of Business. The brothers, who are majoring in accounting, saw the scholarship as not only a vote of confidence in themselves but an endorsement of the School of Business. Kevin said, “To see that alumni are providing scholarships for business school students shows how important a degree from the University at Albany can be. I am positive that upon graduating the education that I will have received from this University will allow me to become the successful businessman I always dreamed of becoming.”

Jeff added a note of thanks to his benefactor, “The generous donation the family has made can really go a long way for students. I am very appreciative that alumni like the Zelins are so dedicated to giving back to the community here at the University at Albany.”

Katy Muller ’13 said that the greatest benefit from receiving an award from the School of Business is greater relationships with staff from the School of Business. She was excited to meet Professor Emeritus Bill Danko who created the Milton and Mary M. Danko Golden Rule Award in his parents’ name. Muller summed up the appreciation that she and the other award winners have. She said, “The School of Business awards have given me financial help and great networking opportunities, and I couldn’t be more grateful to them.”

If everyone who won an award considered endowing an award, every award would be funded.

— Ellie Moore ’88, retired Assistant Dean, who created a bequest to fund the Returning Student Award.
The new building is more than just a pretty face. It has brains too. And it’s on schedule to open for the fall 2013 semester.

The classrooms have been designed to keep up with rapid changes in technology. There is room to change and grow as new needs arise. Every classroom in the new building has video projection capability, and there will be facilities for lecture capture and video conferencing.

The ground floor will house two distance learning classrooms. Professors teaching online courses will use the sophisticated technology to incorporate and real time annotations with their PowerPoints.

Faculty asked for flexible classroom space to meet individual class needs. They got it. The classrooms are reconfigurable from traditional arrangements to environments more conducive to interactive group work and discussion.

The building will be a mecca for academic research. In addition to the existing Center for Institutional Investment Management, three new research centers will be featured. One will be devoted to social entrepreneurship, building our initiative with the School of Social Welfare, the University at Albany Small Business Development Center, and numerous community partners including financial institutions, chambers of commerce, and non-profits. A second center will focus on the study and facilitation of the commercialization of technologies and ideas developed at the university in the areas of business, life sciences, and engineering. Some space in this center will be allocated to student-based enterprise, supporting our evolving curriculum in entrepreneurship. The Center of Complex Systems Research and Nano-Bio Computing will be devoted to cyber security, transportation and health care applications. It will have its own lab and server room.

The trading room, primarily used by the Financial Analyst Honors program and the University at Albany School of Business Investment Group, will house Bloomberg terminals.

The building will also house group study rooms, a café and vending area, business centers, computer labs, offices, conference rooms and a living room space capable of accommodating event table seating for 180 people. Computer labs will be dedicated to a particular purpose: human resource information systems, information technology and accounting. Computer classrooms will be shared among programs.

The building will achieve LEED Gold certification, a higher designation than the silver level sought at the start of the project, based on measures of sustainability and green features of building design, construction, and operations. Included in the building will be maximization of daylight (to reduce lighting needs) with specially designed precast panels, clerestory skylights, and automatic daylight responsive lighting controls as well as triple glazed insulated glass, and a low velocity ventilation system. The building will include a real-time building efficiency information center in the lobby.

Anyone who has memories of walking through the dreary tunnels linking the business building with the rest of the podium will appreciate the attractive pedestrian walkway incorporated into the design of the new building. See page 16 for story.
Recognition Opportunities for the New School of Business

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<tr>
<td>Honors/Enhanced Classroom</td>
<td>1</td>
<td>Reserved at $100,000.00</td>
</tr>
<tr>
<td>Graduate Student Lounge</td>
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</tr>
<tr>
<td>Faculty Lounge</td>
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</tr>
<tr>
<td>Dean’s Office</td>
<td></td>
<td>$75,000.00</td>
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<tr>
<td>Seminar Rooms (11)</td>
<td>5</td>
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<tr>
<td>Laboratory Space (5)</td>
<td>3</td>
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</tr>
<tr>
<td>Interview Offices (2)</td>
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<td>$50,000.00</td>
</tr>
<tr>
<td>Conference Rooms (5)</td>
<td>2</td>
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</tr>
<tr>
<td>Group Study Rooms (10)</td>
<td>1</td>
<td>$30,000.00 to $40,000.00</td>
</tr>
<tr>
<td>Office of Career Services Offices (2)</td>
<td>1</td>
<td>$40,000.00</td>
</tr>
<tr>
<td>Business Center</td>
<td></td>
<td>$30,000.00</td>
</tr>
<tr>
<td>Faculty, Adjunct Faculty, Graduate</td>
<td></td>
<td>$20,000.00</td>
</tr>
<tr>
<td>Student and Administrative offices (50+)</td>
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<td></td>
</tr>
<tr>
<td>Doctoral Student Office</td>
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<td>$20,000.00</td>
</tr>
<tr>
<td>Café &amp; Seating Area</td>
<td></td>
<td>TBD</td>
</tr>
</tbody>
</table>

For more information, please contact Bill Roller at wroller@albany.edu or (518) 442-4909

MBA students, Rosti Sleutkhah, Sajid Mahmood, and Jay Sherwood (class of 2012), finished first out of 70 teams that started in the Price Chopper Innovation Competition, which went through three rounds.

The evening MBA research forum held in May 2012.

Alumni Commencement Speaker, Nicholas Anacreonte ’92 and Undergraduate Student Commencement Speaker, Matt Russo ’12.

MS Accounting degree recipients celebrating their graduation in May 2012.
Edward Wehle recalled the advice Assistant Dean John Levato gave. Levato said, “You have to have a plan going in.” Wehle had a plan. It had to do with working hard, earning good grades and differentiating himself.

**All I did was study, work and study some more.**

Wehle worked his way through school. He paid half of his tuition bill with money he earned working summers at American Express and the registrar’s office during the school year.

“All I did was study, work and study some more,” said Wehle, who earned a concentration in finance. Wehle’s plan worked; he graduated summa cum laude with an almost perfect grade point average, was on the dean’s list every semester, and received the school’s Wall Street Journal Award.

To further set himself apart from the crowd, Wehle completed a second major in Chinese Studies. He liked the country and culture and felt the second degree differentiated him, something he knew was important when beginning his career. He said, “Especially coming from a state school, you have to be unique. You have to do more than earn a 3.9 grade point average.”

Of his years at the School of Business Wehle said, “I hit the ground running with a solid foundation. My UAlbany education put me ahead of the pack.”

Wehle started his investment banking career as an Analyst in Investment Banking at Salomon Brothers. He never left. Within three years he was promoted to Associate and later moved into Technology Investment Banking, where he sits today.

Today Wehle is a managing director in Citigroup’s Global Technology Investment Banking Group, specializing in providing corporate finance and advisory services to IT and business services companies. Since 2000, he has completed over $17 billion in financing transactions and over $34 billion in mergers and acquisitions in the global services sector. Most recently, he advised Providence Equity Partners on its acquisition of SRA for $1.8 billion and Hewitt on its sale to Aon for $4.8 billion.

“My best career move was getting in the door early. Investment banking is a lot of hours and a lot of hard work.” Something Wehle got used to at UAlbany.

Wehle currently lives in Douglaston with his wife Christine and two children, Kate age nine and Jack age six. He has been a steadfast contributor to the School of Business for many years.
Members of the School of Business Student Investment Club (USABIG) participating in University clean-up day.

Linda Herman, BS BUS ’79, is Counsel at Haynes and Boone in New York City.

Joel Hammer, BS ACC ’82, is Chief Financial Officer at Kushner Companies in New York City.

Steve Sanders, BS ACC ‘83, is Senior Vice President at Interactive Brokers in Greenwich, Connecticut.

Linda Berman (Greenberg), BS BUS ’86, is the Community Development Manager at the National Psoriasis Foundation in Long Island, New York.

Victor Bushell, BS BUS ’86, is Partner at Bushell, Sovak, Ozer & Gulmi LLP in New York City.

Gavin Solotar, BS ACC ’86, is now Managing Director/General Counsel at Greenhill & Company in New York City.

James Martino, BS BUS ’89, is Global Vice President of Service Delivery and Customer Care at Avotus Corporation in New York City.

Jo-Ann Abbate, BS BUS ’90, is a Digital Strategist at Colangelo Synergy Marketing in New York City.

Eric Howell, BS ACC ’92, is Executive Vice President and Chief Financial Officer at Signature Bank in New York City.

Todd Wolk, BS BUS ’93, is Managing Director at OpenLink LATAM in New York City.

Nancy Liu, BA Psy/Com ’95, MBA ’02, is a Compensation and Benefits Manager at PepsiCo in New York City.

David Helprin, BS ACC ’96, is a Director in Tax at PricewaterhouseCoopers in New York City.

Vivian Lai, BS ACC ’96, is the Regional Strategy and Business Planning Director for Standard Chartered Bank in New York City.

Shawn McGrath, BA ’96, MBA ’98, was recently promoted to the PwC partnership as a principal.

Abel Sussman, MBA ’96, is a Biometrics and Identity Management Specialist at Booz Allen Hamilton in Washington, DC.

Darrin Stollow, BS ACC ’97, is an Audit Partner at Deloitte in New York City and serves on The Accounting Department Advisory Board.

Greg Michaels, BS BUS ’00, is a Senior Consultant at Deloitte in New York City.

Michael Kashani, BS BUS ’03, is Vice President and Credit Analyst at Goldman Sachs in New York City.

Peter Calabria, BS BUS ’04, is a Manager at PricewaterhouseCoopers in Albany, New York.

Sara Resnick, BS BUS ’04, is an Interactive Marketing and SEO Specialist at 1800Flowers.com in New York City.

Brian DePersis, BS BUS ’05, is a Manager in IT Risk & Assurance at Ernst & Young in New York City.

Mei Lam, BS BUS ’05, is a Senior Biopharmaceutical Representative at Amgen in New York City.

Donald Boyce, BS BUS ’06, is now Assistant Vice President at Deutsche Bank in New York City.

Kaydian Brown, BS ACC ’06, is an Audit Manager at EisnerAmper in New York City.

Chase Drossos, BS ACC ’07, is an Audit Senior at WeiserMazars in New York City.

Dana Pon, BS BUS ’05, MPA ’07, is a Senior IT Analyst for the Federal Government in Washington, DC. She has recently received the prestigious Individual Excellence Award.

Immaculate Stephen, BS ACC ’07, is a Cost Analyst for Diageo in Tanzania.

Mike Vaccaro, MBA ’07, is a Vice President Audit Manager at Berkshire Bank in Albany, New York.

Kreshnik Cotbashii, BS BUS ’08, MBA ’10, is a Senior Associate in IT Risk Consulting at KPMG in New York City.

Steven Kaminker, BS ACC ’09, is an Audit Senior Associate at Grant Thornton in New York City.

Michael Arias, BS BUS ’10, is a Registered Representative at Neuberger Berman in New York City.

John Grogan, BS ACC ’10, MS ACC ’11, is a Financial Services Associate at KPMG in New York City.

Kyra Newman, BS ACC ’10, is in NESA Audit at Ernst & Young in New York City.

James McGaughan, BA ’05, MBA ’10, has been promoted to manager at PwC.

Alex Saavedra, BS ACC ’10, MS ACC ’11, is a Tax Accountant at Deloitte in New York City.

Patrick Spadola, BS BUS ’11, is a Licensed Real Estate Salesperson at Platinum Properties in New York City.

A new kind of tunnel.

You probably spent part of your college career walking through the subterranean service tunnels connecting university buildings. You probably got lost once, twice or more in the maze of grey cinder block walls, caution-tape-yellow lined floor, careening carts, garbage cans and poor signage.

In 2013, students will stroll from the academic podium to the new School of Business building in an attractive, brightly lit, pedestrian walkway; a fitting entryway to a building of prominence on campus. Donors of $1,000 or more will have their names listed along the walls.

If you would like to have your name listed on the tunnel wall or would like to honor a person who made a difference in your life please contact Bill Roller at 518-442-4909 or wroller@albany.edu

Visit http://Albany-Giving.com to view a video of the proposed pedestrian walkway.
Employer Gift Match Doubles Your Investment

You can double or even triple the impact of your gift if you or your spouse’s employer participates in a corporate matching gifts program. Simply speak with your human resources or personnel office about obtaining a gift match form and include the completed form with your contribution.

Ernst & Young and PricewaterhouseCoopers employees fund a variety of initiatives with matching gifts. See pages 4 and 7.

Bill Newman ’81, Managing Director at Northwestern Mutual quadrupled his donation when he partnered with an associate and their employers doubled the gifts. See page 5.

Deloitte is offering an extraordinary double match for first two years of the current endowment. See page 6.

To find out if your employer has a matching gift program please use our matching gift search engine.

http://www.matchinggifts.com/ualbany/

RECENT GRADUATES ARE PURE G.O.L.D.

Have you graduated in the past ten years? Graduates of the Last Decade may interest you. For more information on G.O.L.D., please contact Casey Crandall at ccrandall@albany.edu or (518) 442-3026.
We are grateful to our alumni for making a wise investment in the future of the School of Business. This is especially gratifying, since they are not only loyal to their school, but also because they are among the savviest investors in the world. Our alumni clearly understand that our long-term vitality depends not only on physical capital of the new building, but also on financial and human capital. We use these resources to support talented students and faculty.

School of Business Dean Donald Siegel