

Dividends

Issue 14 - Winter 2005

Two RIT Alumni—At Home and Back to Business!

What's in a name? Maybe a business.

Ask Bob Witmeyer and Terry Doherty, who chose the moniker, Robert George Sales Inc.—a combination of their two middle names—to identify their new Rochester business in 1993.

They also were cementing a more than three-decade-long friendship that began when they met as College of Business students at RIT. Witmeyer '71, who grew up in the 19th ward and attended West High School, was majoring in business. Doherty '70, an Irondequoit native who graduated from Eastridge High School, decided on a co-op program in Retailing at the College of Business.

Both remember RIT's downtown campus as being "dynamic, a hub of activity where students would make things happen. The city streets were our campus."

"My father, Stanley, was director of RIT's School of Art and Design for 32 years," Witmeyer says, "So as a toddler, I was taking my first steps at the old Bevier building where he taught. It was nice spending one year at the downtown campus before moving to Henrietta."

Doherty gave college tours on the new campus. "At that time, the quarter mile didn't have trees and there was minimal landscaping," he notes. "All I could remember was the wind and how cold it could be. But going to RIT was worth it; there were very few schools in the country with a retail co-op program."

After graduation, Witmeyer worked as an admissions counselor at RIT, while Doherty went to work for the paper company, Kimberly Clark. Their lives continued to crisscross and both alumni ended up working in various sales and marketing positions for Mobil Chemical.



Bob Witmeyer '71 and Terry Doherty '70, co-founders, Robert George Sales Inc. pose in the RIT College of Business.

-Photo by A. Sue Weisler '93

"Our generation is the first generation suffering from downsizing," Witmeyer says about his decision to leave the corporate life, "and Terry and I had been discussing for years how we wanted to work for ourselves."

Robert George Sales, Inc. realizes that servicing the customer is key. Their approach is business focused with a select number of key product lines that allows them to develop a strong understanding of the product and its market. The manufacturing rep firm provides services to companies that outsource their sales and marketing requirements. Robert George Sales sells paper, plastics and packaging products to the food service, supermarket, janitorial and industrial markets. The business covers New York, western Pennsylvania, northeast Ohio and northern West Virginia.

It took a lot of hard work and person-

al sacrifice to succeed as entrepreneurs. "We'll be celebrating 12 years in September since we opened Robert George Sales, and we've held our own in an industry where many have failed," Witmeyer says. "We had to work long hours every day of the week, and sometimes, still do. And it was risky because we had to put everything on the line to get started, but we had confidence in ourselves that we could do it."

Doherty believes their confidence started years ago as students at RIT. "Bob and I learned something very valuable from our business teachers—educators like William Gasser and Eugene Fram—who encouraged our personal growth and brought relevance to what we were learning," Doherty explains. "Although we probably didn't realize it at the time, they gave us invaluable tools for a lifetime of success." *-Marcia Morphy*

Dean's Message



Dr. Thomas D. Hopkins, Dean

In today's globally competitive, technology driven economy, business leaders must be equipped with the skills to compete with fierce global competition, ever shortening product life cycles, and industry altering technological change. RIT's MBA program has an impressive track record of preparing its graduates to meet these challenges. Today, our alumni sit atop some of the world's most renowned corporations including Eastman Kodak Company, Fisher Scientific International, Inc. and Associated Press.

Among the keys to success of our MBA program has been our close

ties to the corporate world. Our co-operative education program, corporate advisory boards and student business consulting projects all serve as feedback mechanisms to ensure our curriculum is aligned with the needs and demands of today's business environment.

It was this feedback that led to our decision to create a fast-track one year MBA program. Beginning this summer, the RIT College of Business will offer a one year accelerated MBA program designed for motivated, highly qualified students with strong engineering and scientific backgrounds. Saving students both time and money, the one year MBA program will provide the same solid grounding in core business disciplines as our traditional MBA program, while offering students the flexibility to select concentrations in areas such as finance, technology management, marketing, and management & leadership.

Students enrolling in this program will face a rigorous course schedule. The program begins with six two-week modules covering each of the core business areas, to be followed by three quarters during which students are expected to complete four courses per quarter. Such hard work will have solid benefits, not the least of which is one unique attraction: students will be given the option of receiving a laptop computer with a full complement of business software, or (if they already have their own laptop) a one-week trip to Prague, Czech Republic to study global business issues first hand.

The demand for professionals able to handle the fast-paced, high-tech and ever evolving business environment will increase in the years ahead. I am certain that individuals successfully completing this program will leave the College of Business equipped to handle these challenges, poised to become tomorrow's business leaders. I look forward to the day when these individuals join our alumni community, for they will speak well of the quality education an RIT MBA provides.

Please take a moment to read these pages of *Dividends* and learn of the exciting developments within the College of Business and of the many success stories of our alumni. I encourage you to become an active member of our alumni community, for it is through your involvement that the RIT College of Business will continue to prosper, adding prestige to your degree and ensuring a bright future for generations of students yet to come.

Thomas D. Hopkins

Calendar of Events

APRIL

- 12 WAN Lecture: Lynne Woodworth '86, President, COO, Stone Construction Equipment**
Sponsored by the Women's Alumni Network, Lynne will discuss the challenges of being a woman business leader in a male dominated industry.
- 19 Women's Alumnae Network Dinner Club**
This COB alumnae club meets at one of Rochester's finest restaurants on the third Tuesday of every month. Visit our website for this month's location.
- 28 Herbert W. Vanden Brul Entrepreneurial Award Luncheon**
This award is presented annually to a Rochester-area entrepreneur who has had a major impact on the Rochester community.
- 28-29 RIT Entrepreneurs Conference**
If you're an entrepreneur or are considering starting your own business, you won't want to miss the second annual RIT Entrepreneurs Conference held on the RIT campus.
- TBD Breakfast Briefing**
The final of three events in this annual speaker series. Oak Hill Country Club

MAY

- 6 Class Toast**
Celebrate the culmination of the College of Business Class Gift campaign with champagne and hors d'oeuvres at Karma in downtown Rochester.
- 13 COB Awards Ceremony**
Join College of Business students, faculty and staff for this annual event.
- 17 Women's Alumnae Network Dinner Club**
This COB alumnae club meets at one of Rochester's finest restaurants on the third Tuesday of every month. Visit our website for this month's location.
- 21 Commencement**
Help welcome the Class of 2005 to the College of Business alumni community!
- 23 7th Annual College of Business Alumni Golf Tournament**
Cobblestone Creek Golf Club
- TBD William D. Gasser Lectureship in Business**
Join College of Business faculty, staff, students and alumni for this annual lecture.



Dr. Thomas Pray, Professor and Chair, Decision Sciences and Management Information Systems Department, mingles with COB alums Michael O'Brien '77 MBA (left) and John Mischler '81 (center) during the latest installment of the Dean's Briefing series, held in Atlanta, GA last February. Dean Thomas Hopkins has met with alums to discuss the past, present and future of the COB in eleven cities around the country as part of his Dean's Briefing series.

James Goff '91 MBA - A College of Business MVP

President Albert J. Simone's announcement that RIT's Division III men's hockey program will be joining the Division I, Atlantic Hockey Association is something Jim Goff '91 MBA has been waiting to hear for years.

"I'm a huge RIT hockey fan. I go to games whenever I can, and I think we have the right team and the right coach to make a successful transition to Division I," Goff said "I support President Simone's requirement that receiving a quality education remain the top priority for our athletes. Getting a first-rate education is what will allow these students to one day become successful members of our community."

As Chief Operating Officer of Landsman Development Corporation, Goff knows what it takes to rise to the top. The Landsman Development Corporation, in conjunction with Mayzon Corporation, a wholly owned subsidiary, and Building Services Group, Inc, work to devise and implement innovative strategies in real estate development, construction and management. Currently the largest property management firm in Rochester, the Landsman family of companies has developed over 3,000 residential rental units, three million square feet of commercial and industrial space, and manages over five million square feet of space.

"I think we've been successful because of our focus on customer satisfaction. We treat customers like customers," said Goff.



James A. Goff '91 MBA, chief operating officer, Landsman Development Corporation (right), poses with RIT mens hockey coach Wayne Wilson (left) in the Ritter Arena.

Prior to joining Landsman in 2001, Goff spent 23 years at Bausch & Lomb where he served in roles including Vice President of Administrative Services and Vice President of Vision Accessories. Among his many accomplishments, Goff was responsible for the design and construction of the Bausch and Lomb World Headquarters building in downtown Rochester.

"We did something that was unique at the time; we hired the architect and contractor at the same time. By having the two work together, we could ensure with the contractor that the architect's plans were feasible. This team approach allowed us to avoid unexpected construction problems and finish the project on-time and within budget," recalled Goff.

As much as success on the hockey rink requires a team effort, Goff attributes a great deal of his own success to working in teams.

"If there's one thing I've learned, it's that you need to surround yourself with good people. Teams make things happen, and by working in groups you have the opportunity to accomplish things bigger than yourself," said Goff.

"As a member of the Council on the College of Business, Jim Goff has proven himself a valuable member of the COB community. He provided insight on major college initiatives including the one year MBA program and the Center for Innovation and Entrepreneurship. The RIT College of Business is a better place for having Jim as a member of our team," remarked Dean Hopkins.

With his twin children now thirteen years old, and both active hockey players — Brian a goalie for the Perinton Blades, and Katie playing defense for the Rochester Edge — it may not be long before they follow in their father's footsteps, enrolling in RIT and joining him as valuable members of the RIT team.

RIT Trustee Featured Guest at Annual COB Spirit Week Celebration

The College of Business annual Spirit Week celebration took on added significance this year. COB students were given the opportunity to meet with one of the newest members of the RIT Board of Trustees, Charles S. Brown '79



Charles S. Brown '79 MBA, chief administrative officer and senior vice president, Eastman Kodak Company.

MBA, chief administrative officer and senior vice president, Eastman Kodak Company.

Mr. Brown led a discussion of the Kodak Operating System which he describes as "a way of thinking, a guiding philosophy for decisions and actions for every person and every job." Under this "lean" model, Kodak employees from all areas of the company, including manufacturing, legal, purchasing, finance, R&D, sales and marketing focus on doing "more with less."

By examining the timeline of an order, from the time it is placed to the time cash is received, and eliminating the steps that don't add value for the customer, Kodak is following in the footsteps of lean operating system pioneers like Toyota, Boeing and Hitachi. Like those pioneers, Kodak has realized impressive improvement in productivity, inventory turnover, defect rates, product changeover times and net revenue.

"In adopting the Kodak Lean Operating System, we have seen huge gains in produc-

tivity. But we've also realized that success requires more than adopting a set of tools. Going lean is 90% people and 10% tools. Senior management must be committed to the approach, and business leaders must develop skills to coach and engage the workforce in lean implementation," said Brown.

Brown joined Ronald Zarrella, chairman and chief executive officer of Bausch & Lomb, Inc, and Michael MacDonald, president of global accounts & marketing operations, and corporate senior vice president at Xerox Corporation as one of three individuals elected to the RIT Board of Trustees at the November 2004 meeting. At the same meeting, Brown's predecessor, Michael Morley '69, retired chief administrative officer and executive vice president of Eastman Kodak Company, was elected vice chairman and chairman elect to the RIT Board of Trustees. He will be up for election as chairman of the RIT board in November 2005.

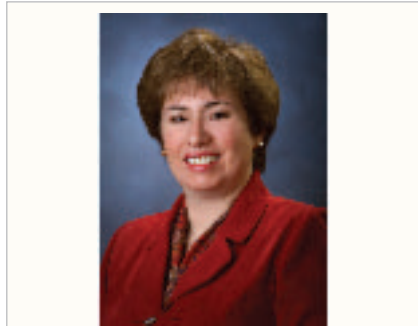
Ellis '93 MBA; A Rochester Entrepreneur's Success Story

You could say the entrepreneurial spirit has always been in my blood. Growing up, my father owned his own car repair shop. I enjoyed watching him grow his business from nothing, and knew I wanted to do the same thing someday," says Lorraine Ellis '93 MBA.

Growing a business from the ground up is exactly what Ellis, founder, president and chief executive officer of Research Dynamics Consulting Group, Ltd. has accomplished. Founded in 1993, Research Dynamics employs over thirty consultants around the country, and for the last three years has been named to the Rochester Top 100 list, a list compiled annually by the Rochester Business Alliance ranking the top 100 privately held, Rochester-area companies on revenue growth over a three year period.

Research Dynamics Consulting Group, Ltd. specializes in providing clinical research development support services to firms in the pharmaceutical and biotechnology industries to improve productivity, quality, and cost-effectiveness in their clinical research operations.

"We differentiate ourselves from the competition through close alliances with companies specializing in internet and other cutting edge technologies. Our partnerships with Aris Global, LLC and DATATRAK International, Inc. allow us to provide real-time clinical trial information helping our clients conduct their trials



Lorraine Ellis '93 MBA, founder, president and chief executive officer of Research Dynamics Consulting Group, Ltd.

in a more time and cost effective manner," states Ellis.

Ellis began her career in the pharmaceutical industry in 1975, and has worked for companies including Revlon Health Care and Fisons Plc. It was in 1988 when Fisons, a Boston, MA based pharmaceutical company, bought Pennwalt Corporation, a Rochester-area pharmaceutical company that Ellis made her move to upstate NY.

"As Director of Clinical Operations, I was charged with creating a Rochester office from scratch. I hired twenty people in six months - all while commuting to and from Boston. It was a hectic time in my life!" recalls Ellis.

After getting the office up and running, Ellis made the decision to return to school to earn her MBA.

"I chose RIT because I found its curricu-

lum to be very practical. The case studies we reviewed were extremely valuable. I was able to apply what I was learning at school to my work immediately."

Upon completion of her MBA in 1993 Ellis knew it was time to start her own business.

"With the skills I learned while earning my MBA, and with my experience in the pharmaceutical industry, I was confident I would be successful with my own business venture." Ellis continues, "For the first two years I ran Research Dynamics out of my own home. It was a one-person show. I ran everything from the bookkeeping to the sales!"

It wasn't long before Research Dynamics was growing quickly.

"The biggest challenge was managing our growth. It can very be difficult to coordinate new sales and the particular staffing requirements needed to service those contracts. Everything has to come together at the right time and in the right place," says Ellis.

Receiving the *Realizing Business Potential Award*, given as part of the Ernst & Young Upstate New York Entrepreneur of the Year Awards Program, is a testament to Ellis's ability to overcome such challenges.

"If there's one piece of advice I would give to budding entrepreneurs, it's that to be successful you must be clear with your goals and pursue them despite all obstacles."

Dr. Brian F. O'Neil Appointed COB Associate Dean

A change in leadership is on the horizon at the RIT College of Business. On January 7, 2005, Dr. Thomas Hopkins, COB Dean, announced the appointment of Dr. Brian F. O'Neil to the position of associate dean and director of Graduate Business Programs. Dr. O'Neil comes to the College of Business from the Clarkson University School of Business, where during his nearly twenty-year tenure he served in several capacities including associate dean, director of graduate programs, chair of the department of management, and professor of operations and production management.

O'Neil is a graduate of Syracuse University, where he earned a B.S. in Industrial Engineering, and of Purdue University where he earned both an M.S. and Ph.D. in Industrial Administration. In addition to publishing widely in the areas of quantitative methods in opera-

tions management and logistics/supply chain systems, O'Neil has proven himself effective in the classroom, earning several teaching awards including Clarkson's MBA Best Teaching Award and the School of Business Faculty Excellence in Teaching Award.

Upon Dr. O'Neil's arrival at the College of Business this June, Dr. Wayne Morse, currently COB associate dean, will be promoted to senior associate dean and chair of the finance and accounting department. Dr. Donald Wilson, COB director of graduate business programs, will return to a full-time faculty position. Dr. Wilson has served as director of the College of Business graduate business programs since 1997. During his tenure, graduate student enrollment has grown nearly thirty percent.

"Dr. O'Neil brings with him a breadth of experience both as an administrator and as a faculty member. He will prove an invaluable

asset in raising the quality and prestige of our graduate business programs," remarked Dean Hopkins.



Dr. Brian F. O'Neil

Faculty Column

Dr. Andrew DuBrin, Professor, Management has announced his retirement, effective May 2005. Dr. DuBrin has served as a full-time faculty member at the RIT College of Business for 36 years.

Dr. John Ettlie, Professor, Director of Technology Management Center and Madelon and Richard Rosett Chair in the College of Business hosted a New Product Development Forum on November 9, 2004. The forum featured presentations on the latest in new product development at companies including Nike, Xerox, and RC2 Brands, Inc.

Dr. Eugene Fram, J. Warren McClure Research Professor of Marketing was recognized for having been quoted in over 100 publications in 2004. Dr. Fram, the longest tenured professor at RIT, will have completed his 47th year as a faculty member at the College of Business this August.

Dr. Neil Hair, Assistant Professor, Marketing, completed the requirements for the Ph.D. degree in Marketing at the Cranfield School of Management, Cranfield University, United Kingdom in 2004. In December 2004, Dr. Hair reclaimed his faculty position at the College of Business and is now teaching Principles of Marketing and Marketing on the Internet.

Dr. Koffi N'Da, Assistant Professor, Management Information Systems, has completed all requirements for the Ph.D. degree in Management Information Systems at the School of Business, Universite Laval, Quebec.

Dr. Sandra Rothenberg, Assistant Professor, Management, was one of six individuals selected to receive a Sloan Jr. Faculty Fellowship. She is joined by faculty from Columbia University, Columbia Business School, the University of Michigan, College of Engineering, New York University, Stern School of Business, Massachusetts Institute of Technology, Sloan School of Management and Northwestern University, School of Engineering and Applied Science.

Mensah Named M&T Bank Emerging Scholar

Anthony Mensah, a third year accounting student has been named the 2004-2005 M&T Bank Emerging Scholar. Mensah, a transfer student from Monroe Community College hopes to pursue a career in the banking industry upon graduation.

"Anthony has the potential to be a valuable asset for us at M&T Bank. It is our hope that after graduation he will choose to join the M&T Bank team as a full time employee," states Laurie Wiest, Vice President & Senior Manager, Regional Human Resources at M&T Bank.

Mensah is joined by a second College of Business M&T Bank Emerging Scholar, Adam Sawyer, who expects to graduate this May with a Bachelor of Science degree in finance.

The Emerging Scholars program is made possible through a \$50,000 grant by M&T Bank. In addition to a generous scholarship award, recipients are guaranteed cooperative work experience each summer



Anthony Mensah, M&T Bank Emerging Scholar, 2004-2005

throughout their undergraduate studies.

Candidates for the M&T Bank Emerging Scholars program must be traditional minority students from the Rochester or Buffalo, NY area, and must be interested in pursuing a career in the banking industry. The College of Business plans to name a third M&T Bank Emerging Scholar for the 2005-2006 academic year. For more information, contact Marty Burris at mburris@cob.rit.edu.

Executive MBA Alumni Column: Eliana Franco '02 EMBA

May 2004 marked the graduation of the 10th class of the RIT Executive MBA program. The program's graduates are a part of a growing community composed of an impressive mix of experienced business leaders. The Executive MBA Alumni Column outlines the career achievements of one such individual.

Eliana Franco '02 EMBA, was named Marketing Manager, Color Competitive Programs, Production Solutions Group, for Xerox Corporation in December 2003. In this position Franco is responsible for

development and deployment of Worldwide Competitive Marketing Programs for Production Color Systems.

"This was a big step forward in my career. The RIT Executive MBA program helped me develop my strategic thinking skills and gave me the confidence to deal with the many complex business issues I face each day," said Franco.

Franco joined Xerox in 1992 and has held a variety of positions in Service, Engineering and Marketing. She began her career with Xerox as a Technical Support Specialist in Rio de Janeiro, Brazil. Franco came to Rochester in 1995 and has held positions including service consultant, service engineer, systems integration engineer, project lead engineer, product marketing manager, and marketing programs manager.

Franco holds a Bachelor of Science degree in Electrical Engineering from the Centro Federal de Educacao Technologica of Rio de Janeiro, Brazil.



Eliana Franco '02 EMBA, Marketing Manager, Color Competitive Programs, Production Solutions Group, Xerox Corporation

To learn more about RIT's 15-month Executive MBA program contact Marguerite Ashby, Director of Sales & Marketing, Graduate Business Programs at (585) 747-7272 or mashby@cob.rit.edu.

Alumni Notes

Have you contacted your Class Agent? If you would like to submit a class note for publication in the next issue of Dividends, or if you just want to say "hello" to an old classmate, send your Class Agent an email to let them know what you've been doing since graduation! To learn more about the Class Agent Network, and to learn how you can become a Class Agent, contact Bryan Hensel at bhensel@cob.rit.edu.

College of Business Class Agents:

- 1961** Donald Naylor
ddnaylor@rochester.rr.com
- 1961** Judith Sturge
mktg100@aol.com
- 1973** Susan Jane Foley, MBA
susan.foley@comcast.net
- 1973** Donald P. Wilson
dwilson@catholiccourier.com
- 1976** Mary C. Dunay
mdunay@bdo.com
- 1978** Michael G. Mino, MBA
mmino@propertyboss.com
- 1979** Susan Jane Foley, MBA
susan.foley@comcast.net
- 1984** John Robert Brown
john@brownrecruitinggroup.com
- 1995** Todd R. Delaney
todddelaney@yahoo.com
- 1998** Karen M. Eisenberg
karen_eisenberg@urmc.rochester.edu
- 1998** Patricia A. Tracy
tricia_dphie@hotmail.com
- 1999** Duane W. Shearer
duane_shearer@yahoo.com
- 2000** Yolanda H. Lewczuk, MBA
lewczuk73@hotmail.com
- 2002** Kristin A. Metz
kristinmetz@hotmail.com
- 2003** Herman Lee
hjlard@rit.edu
- 2004** Porsche Haag
porsche_haag@yahoo.com

1960

Lawrence J. Guzzetta, Jr. '60 has been selected as the teacher/educator in Career and Technical Education by the University of San Diego for their newest campus in the Palm Springs, CA area. Mr. Guzzetta holds three Master's degrees in Education and is currently working on his Ph.D. His interest in vocational education stems from his undergraduate days at RIT. He attributes his lifelong successes to the co-op training that he was a part of during his four years at the Rochester Institute of Technology.

1967

Eugene Rosa '67 has been appointed to the Committee on the Human Dimensions of Global Change of the National Research Council/National Academy of Sciences, a standing committee of the academy since 1989. The three-year appointment is based upon Rosa's research contributions to further the

understanding of the human factors in global environmental impacts and his contributions to environmental science policy.

1973

C. Ann (Baker) Prenatt '73 was named Vice Chancellor for Human Resources at Washington University in St. Louis in July 2003.

1974

Ron Graner '74, retired Fire Chief, announces the publication of his book *Fire Chief: Lessons Learned Climbing the Ladder*, published by iUniverse, Inc.

1979

William D. Stata '79 MBA manages business development for GRFI/The Frerichs Group, providing consulting and facility development services to banks and credit unions.

Richard S. Warshof '79 MBA, former President, Retail Banking Division of the Rochester Community Savings Bank has retired as the AVP and Director of Marketing & Business Development of Paychex, Inc. Mr. Warshof serves on the Boards of Monroe Community College Foundation, where he is currently Chair-elect; Junior Achievement of Rochester; and is a life Trustee of the Center for Governmental Research, Inc. Mr. Warshof's son, Derek, is a fourth year student in the School of Design at RIT. His oldest son, Todd is an attorney in San Diego, CA. Mr. Warshof's wife, Charis (Copin) Warshof is a class of 1980 alum of the RIT MBA program.

1981

Robert Lucisano '81 and wife Katrina are happy to announce the birth of their son, Andrew Carl Lucisano in June 2004. Robert and Katrina relocated their business to the Syracuse, NY area just one year earlier to be closer to their families.

1984

Angela L. van den Bosch-Waldriff '84 expanded her retail specialty store and opened a men's clothing store, TJW Men's Shop, in October 2003. This is in addition to her ladies store, Ashlee's Place, which is celebrating its 13th year in business.

1985

J. Eric Johnson '85 obtained the Certified Insurance Counselor (CIC) designation, a professional designation in the insurance industry given by the Society of Certified Insurance Counselors. Mr. Johnson serves as the CFO of the Sovereign Insurance Group.

1986

Joseph Larkin '82, '86 MBA serves as the President of LarkinHouse.com, LLC.

1988

Doreen (Djavaheri) Keville '88 has worked for the TJX Companies for eleven years and is currently the Assistant Vice President of Merchandise Operations for TJ Maxx and Marshalls headquarters in Framingham, MA.

Her husband Bob has recently retired from the National Guard after serving 21 years and is returning from Afghanistan and Iraq where he was deployed for a year and a half. Doreen, Bob, and their daughter Samantha reside in Marlborough, MA.

1992

Stephen Cutrona '83, '92 MBA was recently named Vice President of Sales & Marketing for Logical Images, a clinical health-care diagnostic company specializing in diagnostic imaging.

1993

Fernando Sanchez '93 created GDW Solutions, Inc. in 1998. GDW Solutions is a consulting firm which provides clients technical data warehouse and business intelligence solutions. Fernando lives in Hoboken, NJ with his wife, Tammy, daughter, Sierra Luna (five years old), and son, Sebastian Jon (two years old). He has been married since 1996.

1994

Kevin M. Dooley '94 MBA established the Red Rock Burrito Company in March 2004. Red Rock serves the crowd at Johnny's Irish Pub, in Rochester, NY, and is also the official caterer of the Knighthawks, Rochester's professional lacrosse team.

1995

Wendy Ossman '88, '95 MBA left the business world in 2000 to pursue a doctorate in psychology, which she obtained from the University of Denver in August 2004. Wendy is now employed at Brown University in Providence, RI, where she is doing a two-year postdoctoral fellowship in anxiety disorders research.

1996

Ladan Madresehec '96 and husband Badre are excited to announce the arrival of their daughter, Anissa Touimi Benjelloun, born July 22, 2004 weighing eight pounds, three ounces.

1997

Balazs Feher '97 MBA married Zsofia Villanyi on December 11, 2004 in Budapest, Hungary.

Anthony Viggiani '97 MS is a Managing Partner of E3 Technologies. E3 Technologies is a Computer Systems Integrator headquartered in Rochester, NY.

1998

Michael Di Lallo '98 MBA accepted a position with Armstrong Cabinet Products as Regional Vice President of Sales in May 2004.

Mark '98 and Leigh Funderburk are thrilled to announce that they are expecting their first child, due August 30, 2005. Mark and Leigh reside in Shelton, CT.

(continued on page 7)

Alumni Notes . . . (continued from page 6)

2000

Indahnugrani Andilolo-Skibinski '96, '00 MS has completed a graduate degree in plant virology at the Wageningen University & Research Center in the Netherlands. Indahnugrani has recently finished her work with Helen Keller International as the head of research of a nutrition intervention program in Indonesia. She now resides in Tuscany, Italy with her husband, David.

Danielle Curry '99, '00 MBA is working for Coldwell Banker, The Condo Store in Atlanta, GA selling residential real estate.

Bige Saatcioglu '00 MBA is working towards his Ph.D. degree in marketing at Case Western Reserve University. He is also serving as a research and teaching assistant.

2001

Andrew Callahan '01 MBA is happily married to Beth Bruce, a SUNY Geneseo graduate, and is employed as a Territory Manager of Sports Medicine for EBI Medical, an orthopedic sales company in Denver, CO.

Tulsi Yeshokumar '01 is completing her Masters of Science degree in Human Resources Development at RIT. She expects to complete the program in May 2005. Tulsi was married to Dr. Rajesh Srinivasan on May 23, 2004. Dr. Srinivasan is completing his residency at the Mayo Clinic in Rochester, MN. Tulsi is working as a QMS Project Leader for BMW in Rochester, MN.

Suzanne Sollecito '00, '01 MBA has recently become engaged to 1st LT Mark Padgett, Jr. The happy couple plans to marry in September 2006. Suzanne resides in Saratoga Springs, NY where she works at Skidmore College as a research associate in the molecular ecology and ornithology lab.

2002

Michael Johnson '02 has been named Senior Web/Graphic Designer at BlueTie, Inc. BlueTie was recently awarded "Best of the Web" by Forbes, sharing the award with Microsoft Small Business and Ebay.

Kelly Nowakowski '02 has accepted a new position at Albany Medical Center as a Marketing & Planning Analyst. She is responsible for supporting all data collection and analysis activities for strategic planning and marketing. Kelly continues her graduate studies in the evening.

Kathy Palmacci '02 was promoted to product implementation and deployment coordinator at Primax Payment Systems, a small independent sales organization offering a variety of payment services to merchants. Primax Payment Systems is based in Wakefield, MA.

2003

David Fuehrer '02, '03 MBA and **Anabelle Morel '04 MBA** are happy to announce that they became engaged in December 2004, and will marry October 14, 2005.

Herman Lee '03 is working as the Development Services Coordinator at RIT's Office of Development.

Tamara (Pine) Parks '03 married David Parks in May 2004. The happy couple met at RIT's summer orientation program! Tamara is

now working as the Human Resources Coordinator for American Fiber Systems in Rochester, NY.

Tyler White '03 completed the Management Development Program at M&T Bank Corporation in December 2004, and has recently accepted a position as an Operations Analyst, reporting to the Chief Operating Officer, at Old Point Financial Corporation, one of the leading banking institutions in the Hampton Roads, Virginia area.

2004

Jeffrey Abbott '04 has moved to his hometown of Atlanta, GA where he took a job as a consultant for IBM. Jeff travels 100% of the time and considers himself fortunate to have the opportunity to see lots of new places and meet many exciting people.

Carol Ferrara '04 has accepted a position with The Bretton Woods Committee as the Membership Coordinator. The Bretton Woods Committee is a bipartisan, non-profit group organized to increase public understanding of international financial and development issues and the role of the Bretton Woods institutions - the International Monetary Fund, the World Bank and the regional development banks - in the global economy.

Denishea Flanigan '04 moved to Boston, MA for a Territory Manager position with Nestle Purina. Denishea is nearly one year into the position and still loves every bit of it. She handles 43 stores, and is responsible for product sales, inventory, merchandising, building display and obtaining incremental displays and volume opportunities. Those selling and marketing classes really do come into play!

Charles Frye '04 has successfully completed his first semester as a law student, studying at

the State University of New York, Albany. He plans to practice corporate law after graduation. **Kelly Gannon '04** and husband **Josh '04** (Mechanical Engineering) celebrated graduation and Kelly's recent promotion at Xerox by taking a trip to Switzerland. Kelly and Josh will be moving from downtown Rochester to Penfield, NY where they plan to raise daughter Lily, and their second child, expected April 2005.

Gaurav Kanal '04 has accepted a position with First American Equipment Finance as an associate transaction manager. Gaurav resides in Rochester, NY.

Timothy Pruszyński '04 MBA accepted a position with Investors Bank & Trust working as a corporate actions analyst. Tim is living in Boston, MA.

Michelle Sangster '04 has been living in the St. Louis, MO area since graduation, and is having a wonderful time traveling and volunteering with the American Red Cross and the Humane Society.

Michael Tarantino '04 is completing his MBA at Bowling Green State University. In addition to taking classes, Mike is working as a Graduate Assistant Coach for the hockey team (which went 2-0, for the 1st time since 1996). He is also working as a Teacher Assistant for two classes, and will be teaching his own class, Introduction to Business, next semester.

Beth White '04 is working as an Enterprise IT Administrator for Oceana, a not-for-profit organization committed to restoring the world's oceans. Beth resides in Washington, D.C.

Adam Yervasi '04 has accepted a position with Sabin Metal Corporation working in international logistics. Adam resides in Rochester, NY with wife **Vivian '02**.

R·I·T College of Business Annual Fund

Enclosed is my gift of: \$

Please charge my gift to my credit card; Visa Mastercard

Card #

Expiration date

Signature (required)

I am eligible for a matching gift. My matching gift form is;

enclosed will follow

Where would you like your gift to go?

Please complete name and address on the reverse side of this form.

Thank You!



Rochester Institute of Technology

College of Business
107 Lomb Memorial Drive
Rochester, NY 14623-5608

Non-profit Org.
U.S. Postage
PAID
Rochester, NY
Permit 626

Keep Us Posted

Name _____

Year of Graduation _____ Degree _____

Home Address _____

City, State, Zip _____

Home Phone _____

Employer _____ Job Title _____

Work Address _____

Work Phone _____ Fax _____ Email _____

New job? _____

Class Notes information to be included in next issue: _____

Return this form by mail to:

Bryan Hensel
RIT College of Business
107 Lomb Memorial Drive
Rochester, NY 14623-5608

Visit the COB home
page on the Web!

<http://www.cob.rit.edu>

Yes, I want to learn
more about being a Class
Agent.