A Message from the Dean

Dear Friends,

Welcome to the University of New Haven 2019 Annual Report of the College of Business. Students, faculty, and staff have had a productive year, and the College continues to make significant strides.

Our esports management concentration in the B.S. Business Management degree program is the first AACSB-accredited esports program in the country. And our esports and gaming degree is the first liberal-arts-based, fully interdisciplinary degree program — inclusive of all five colleges and schools — at the University of New Haven.

We are proud to report that the College of Business is a national leader in STEM-certified business programs. Our B.S. Business Analytics, M.S. Accounting, M.S. Business Analytics, M.S. Finance, M.S. Sport Management, and MBA degree programs are among a handful of AACSB business programs nationwide to have received STEM certification.

As you view these pages, I ask that you consider how your experiences and participation may help continue to build a world-class, hand-on business education for our students. To achieve our goals, we need your help, engagement, and support.

Thank you for being a part of our family and keeping up with our progress. I encourage you to send me a note at bkench@newhaven.edu to share any thoughts or ideas you may have. I would enjoy hearing from you.

Brian T. Kench, Ph.D.
Dean, College of Business
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STUDENTS BY THE NUMBERS

95.2% Business graduates who are employed or attending graduate school one year after graduation

32% Students from underrepresented groups

100% Accounting, Business Management, Economics, and Hospitality & Tourism Management graduates who are employed or attending graduate school one year after graduation

100% M.S. Finance, M.S. Taxation and Executive MBA graduates seeking employment have jobs one year after graduation

International students: 15%
#1: Leader of STEM-Certified Business Programs in New England

Number of STEM Business Program: 6
MBA, B.S. Business Analytics, M.S. Accounting, M.S. Business Analytics, M.S. Finance, M.S. Sport Management

Degrees granted in 2019: 259

$60,000 Value Added: Business Fast-Track Program
3-year B.S. + 1-year MBA = $60,000 value added*

Student-to-Faculty ratio: 16:1

80% Entrepreneurs and former C-Suite executives who teach our required first-year business plan course*

*Introduction to Business and Entrepreneurship

*University of New Haven MBA graduates earn $30,000 more than B.S. Business graduates one year out, plus they save $30,000 on the fifth year.
Hospitality and Tourism Management Study Abroad — Medici Villa, Tuscany
Kris Dias, John Scippa, Angelo Avallone, Tyler Robichaud, Dr. Jan Jones, Shanique Richards, James Hayden, Olivia Campanelli, Cassandra Runko, Patricia Nelson, Lindsay Guild, Bernadette Tiberi, Brianna Braza, and Raquel Espana.

Spring 2019 Executive MBA
Speaker: Saul Factor, R.Ph., EMBA ’96

Fall 2019 Executive MBA
Speaker: Ferdinand L. Risco Jr. EMBA ’09, Executive Director, Transit Authority of River City, Kentucky
Executive EMBA Director Michael Davis MBA ’86, Stacey Risco EMBA ’10, Ferdinand L. Risco Jr. EMBA ’09, and Dean Brian Kenich.
SLiCE Project: CW Fitness
Standing: Jacqueline Reid, Christine Delldonna, Nora Augustine, Craig Citron, unknown, Chris Warnes, John Hraska, Dr. Bruno Barreto de Goes, Robert Stadl, Jesse Detmers, Sara Horne, Joshua Flores, and Cindy Nguyen.
Seated: Vanessa Wallace, Marcus Haynes, Gavin Dowd, Amanda Arango, and Nadia Bernabe.

Charger Startup Weekend
First Place Winners: Joe Dough
Dean Brian Kench, Tyler Thomas, Matthew Piscitelli, Yu-Ting Chiu, Gabrielle Gorodetsky, Amanda Osenbach, and Aliza Johns.
Nonprofit Institute Advisory Board

Andy Eder, Chair
Chairman, Eder Brothers Inc.

Khadija Al Arkoubi, Ph.D.
Associate Professor of Management, University of New Haven

Mara Balk
Cultural Arts Program Director, JCC of Greater New Haven

Erik Clemons
Executive Director and President, Conncat

Susan D’Agostino MBA ’85
Principal, SLD Consulting Services LLC

KellyAnn Day
Chief Executive Officer, New Reach

Laura Downs
Director, Morrison Downs Associates Inc.

Alice Forrester
Chief Executive Officer, Clifford Beers

Chris George
Executive Director, IRIS

Dan Gurvich
Executive Director, Neighborhood Music School

Ron Kuntze, Ph.D.
Executive Director, Nonprofit Institute; Professor of Marketing, University of New Haven

Kirsten Levinsohn
Executive Director, New Haven Reads

Randi Ruben Rodriguez
Executive Director, R Kids Family Center

Liza Petra
Executive Director, Branford Community Foundation

Allyx Schiavone
Executive Director, Friends Center for Children

Joanne Sculli
Executive Director, Solar Youth Inc.

James Sugarman
Sole Member, Pioneer Executive Recruiting LLC

Alvine New Venture Pitch Competition
Second-place winner Donald Willyard and first-place winner Ketsia Kimploka.

Spring 2019 Bartels Fellow
Robert L. Dilenschneider is founder and chairman of The Dilenschneider Group.

2019 Nonprofit Institute Certificate Program Graduates
Nikki Barnofski, New Reach; Nonprofit Institute Advisory Board Member
Randi Ruben Rodriguez, Steve Driffin, Conncat, Alexine Casanova, IRIS, Nonprofit Institute Executive Director Dr. Ron Kuntze, Lauren Weibrucht, Clifford Beers, Brandon Gallego, Neighborhood Music School, and Ashton Killilea, Common Ground School.

Fall 2019 Nicholson Business Plan Expo
First Place Winners: Greenhouse Groceries
Dean Brian Kench, Abbey Perrin, Miranda Iannuzzi, Brooke Cullen, Francesca Feretich, Jordan Wischhusen, and Michael Driscoll EMBA ’87.
Women’s Leadership Council Hosts Women as Leaders Panel Discussion and Networking Event
Bridget Ryan Berman, former vice president and chief operating officer of Apple, meets with Women’s Leadership Council Members Joan Caruso ‘79, Michele Solomon, and Debra Logan-Rabb EMBA ’92, and Co-Chair Josephine Moran MS’01, EMBA’19.

Fall 2019 Bartels Fellow: Kica Matos, director of the Center for Immigration and Justice at the Vera Institute of Justice
Board of Governors Member Philip Bartels ’11 Hon., Board of Governors Member and CoB Advisory Board Chair Josephine Moran MS ’01 EMBA ’19, Kica Matos ’19 Hon., and University President Steven Kaplan.

Women’s Leadership Council
Josephine Moran MS ’01 EMBA ’19, Co-Chair
Executive Vice President, Head of Retail Banking, Provident Bank; Board of Governors Member; CoB Advisory Board Member

Amy Keach EMBA ’19, Co-Chair
Program Manager, Yale University

Cathy Bradley EMBA ’86
Principal, Cathy Bradley Enterprises

Joan Caruso MS ’79
Managing Director, The Ayers Group

Susan D’Agostino MBA ’85
Owner, SLD Consulting Services

Rosa Gatti Hon ’13
Former Senior Vice President, ESPN

Lisa Harding ScD ’06
Director, Purdue

Nancy Held-Sheehy ’00
Deputy Chief Engineer, Sikorsky Aircraft

Debra Logan-Rabb EMBA ’92
Senior Director, PepsiCo

Beth Nesteriak
Senior Vice President of Operations & Business Strategy, South Central Connecticut Regional Water Authority

Carolina Ramirez-Blier ’09
Senior Design Quality Engineer, Medtronic

Michele Solomon
Managing Director of Operations, New England, Marcum

College of Business Student Excellence Awards
Back Row: Dean Brian Kench, Dr. Jan Jones, Dr. James Mohs, Mike Rolleri, Christopher Fennicola, Anthony DiPuccio, Dymonique Colon, and Dr. Armando Rodriguez. Middle Row: Dr. Kimberly Mahoney, Gil Fried, Julia Caccavale, Emma Conrad, Rachel Kinney, Zaniya Leon, Dr. Ron Kuntze, and Darell Singleterry. Front Row: Dr. Ceyda Mumcu, Rebecca Sola, Vonette Jacobs-Haynes, Lauren Smith, Tracy Khan, and Sara Jean Todoroff.

Dean’s Accounting Advisory Board

Anthony Scillia ’79, Chair
Regional Managing Partner, Marcum; Board of Governors Member

Mark Caplan MS ’90
Partner, KPMG

Joseph Catapano ’89
Vice President, Chief Accounting Officer, Pitney Bowes

Michael Davis MBA ’86
Executive EMBA Director; Former Officer, Nestle

Robert Marzitelli MS ’93
Vice President Tax, BIC Group

Kristina Palazzo
Partner, PwC

Christopher Puglia
Partner, Deloitte

Jeffrey Rossi
Office Managing Partner, Hartford and Stamford, CohnReznick

Michele Solomon
Managing Director of Operations, New England, Marcum

Accounting Is My Major (AIM)
Connecticut Society of CPAs and Connecticut high school accounting students visit the University of New Haven.

Private vs. Public Accounting Panel Discussion
Board of Governors Member and Accounting Advisory Board Chair Anthony Scillia ’79, Michele Solomon, Dean Brian Kench, Joseph Catapano ’89, Executive EMBA Director Michael Davis MBA ’86, Jeffrey Rossi, Kristina Palazzo

Marketing Students Awarded Google Ads Grants
Dr. Subroto Roy’s marketing students receive $120,000 in Google Ads Grants to develop marketing campaigns for nonprofits.

Conscious Capitalism Conversation Addresses ‘Doing Good While Doing Business’
Jeff Hittner, Larry Bingaman EMBA ’92, Karen Perez MA ’18, Lawrence Ford, and Al Bhatt

Connecticut Hospitality Awareness Training (CHAT) Program Graduates at Mohegan Sun
Dean Brian Kench, Dr. Jan Jones, Eunice Kazako, Liana Antonelli, Rachel Kinney, Colleen Chrzanowski, Stephen Tagliatela, Rebecca Sola, and Xinyue He.

Team Earns First Place at 2019 Foreign Exchange Trading Challenge
Akash Jajoo, Chaithali Chinyo, and Maria Ahmadi.
SLICE Project: Webster Bank Fall 2019
Back Row: Steven Madej; Erienne Tenaglia; Kylie Leff; Dr. Bruno Barreto de Goes; Thomas Ostergren, senior vice president; John Guy, executive vice president; Isabelle Hazlewood; Moire Thomas-Waters; Daniel Spicer; Alicia Post Lindstadt; Dylan Carrano; and Dean Brian Kench.

Front Row: Aadit Desai; Yulissa Barriso; CoB Advisory Board Member Kelly Haskins, senior vice president; Yaileen Colon-Millan; Lily Henry; Brian Garafola; and Yu-Ting Chiu.

SLICE Project: Webster Bank Spring 2019
Back Row: Jim O’Meara, senior vice president; John Olerio, senior vice president; Marcello Orsini, Lamini Abu, Chidimma Okoro, Ray Kannin, Michael Moore, Ibrahim Aljohar, Mingyue Wang, and Desiree Wolf, senior vice president. Middle Row: CoB Advisory Board Memner Kelly Haskins, senior vice president; Krishna Bhavsar; Magda Pivo-Sulewski, vice president; Kerry Miressi, vice president; Mika Howard, officer; Amy Jakober, senior vice president; Denise Pandofo, senior vice president; Nicholas Alamo, Lucy Vail, consultant; Nora Augustine, and Giuseppe Malangone. Seated: Dr. Bruno Barreto de Goes; Ebony Hargrove; Gabrielle Benedetto; Vrushali Junnarkar; Melanie Mucciacciaro; and Nitin Mhatre, executive vice president.

Economics and Business Analytics Advisory Board
Murat Akgun
Executive Director, New Tech Haven

Joann Brunn
Chief Executive Officer, Xlerant

Michael Driscoll EMBA ’87
Executive in Residence, Connecticut Innovations

Larry Flanagan ’80
President, AARP Services

Marcelo Nacht
Partner, Praxis Research

John Rosen
Executive Director, MCAworks

David Sacco
Executive Director, New Tech Haven

Carolyne Cebrian Soper
Department of Economics & Finance, Central Connecticut State University

Don Williams
Director of Supply Chain, Greenfield Global

Accounting Society Field Visit
Accounting professors Dr. James Mohs and Mike Rolleri and their students visit Marcum’s Boston office.

Spring 2019 First-Year Nicholson Business Plan Expo

Liberty Initiative
Guest Speaker: James R. Otteson
James R. Otteson is the Thomas W. Smith Presidential Chair in Business Ethics, Professor of Economics, and Executive Director of the Eudaimonia Institute at Wake Forest University.
Sport Management
Advisory Board

Michael Ansarra
Senior Associate Athletic Director,
Central Connecticut State University

Chris Bartels MS ’15
Director of Sports, United Entertainment Group

Shane Beardsley, CVP
Director of Venue Operations, The Howard Hughes Corporation; The Rooftop at Pier 17

Mike Boissonneault
Chief Executive Officer, Rewirement Media LLC

Chris Brown
Vice President, Guest Experience & Venue Services, New York Mets

Jon Butler
Executive Director, Pop Warner Little Scholars Inc.

Chris Canetti
President, Houston 2026 World Cup Bid Committee, Major League Soccer (MLS)

Albert Carbone MBA ’04
Manager, State Government and Community Relations, Avangrid

Evan Dabby
Executive Director, New Jersey Youth Soccer

Tony DiPaolo MBA ’04
Senior Vice President, Laz Parking

Brent Fisher MS ’03
Senior Vice President, Distribution – Affiliate Sales and Marketing, MLB Network

Joe Franco
Member/COO, TaleGator Distributors; Principal, Franco Associates

Rosa Gatti
Former Senior Vice President, Corporate Communications & Outreach, ESPN

Michael Kobylanski MS ’08
Athletic Director, University of Connecticut – Avery Point

Donna Lopiano, Ph.D.
President, Sports Management Resources

Erin Lynch MBA ’13
Manager, Creative Planning Running & Training, Global Marketing, PUMA Group

Craig Mortali ’84
Owner, Producer, Director, Storyteller, Mortali Media LLC and MOMA LLC

Anna Nakapkina MS ’09
Head of Sponsorship and Special Projects, SOGAZ (Russia); Deputy Commercial Director, Rugby Union of Russia

Hospitality and Tourism Management Field Visit – Saybrook Point Inn and Spa
Dr. Jan Jones, Xinyue He, Rebecca Sola, Rachel Kinney, Stephen Tagliatela, Colleen Chrzanski, Eunice Kazako, Liana Antonelli, and Raquel Espana.

Tourism Policy Brief by Senator Paul Formica to Hospitality and Tourism Management Students
Raquel Espana, Senator Paul Formica, Liana Antonelli, Eunice Kazako, Xinyue He, Rebecca Sola, Rachel Kinney, and Frank Burns.

Sport Management Students Field Visit – MLB Network

Allen Sack Lecture Endowed Series on Sport and Social Issues
Speaker: Dr. Donna Lopiano, President, Sports Management Resources
2019 College Football Playoff National Championship Game
Matthew Bishop, Christopher Femicola, Anthony Bruno, Jonathan Cimino, Richard Hauser, and Douglas Akerstrom.

Liberty Initiative
Guest Speaker: Dr. Abigail Blanco
Dr. Abigail Blanco with faculty and students.

2019 NFL Pro Bowl

2019 Cross-Disciplinary Competition
Back Row: Alexis Ward, Bly Golden, Maxim Theokritoff, Stacey Laureanos, Hamsa Suresh, Dr. Eric Marcus, Dr. Len Wysocki, Dr. Ross Tartell, Sarpong Bernard, Dr. Mo Cayer, and Sarah Horrax.

Sport Management
Advisory Board (cont.)

Francis O’Brien MS ‘13
Brand Manager and Content Marketer, Sports & Entertainment, New York Yankees

John Ponzo
Former President, Autotote; Gambling and Casinos Consultant and Contractor

Frank Russo Jr. ’76
Executive Vice President, Spectra Venue Management

Lindsay Salt ’10
Brand Manager at BodyArmor SuperDrink

Nick Sakiewicz ’83
Commissioner, National Lacrosse League (NLL)

Jef Thiffault ’99
Former Managing Director, National Professional Soccer League (NPSL); Operations Manager, Major League Soccer (MLS)

Robert Thompson ’89
Senior Director Athletic Development, University of New Haven

Kenneth Wadja
Senior Vice President of Finance, Spectra

Ralph Willis
Managing Member, EFA Partners

Michelle Difilippantonio Wilson
Former Co-President, World Wrestling Entertainment

2019 Cross-Disciplinary Competition

Hands-On Learning ➤

University of New Haven College of Business

11
ChargerLink — Powered by AcadeME

Internship and Job Matching Software

The University of New Haven is the first college in the country to implement interactive software that instantly matches students looking for job openings with the employers looking to fill them. ChargerLink works like a dating service. Students develop their profiles, as well as resumes, and tell their stories. Employers post jobs, and when they do, the system automatically tells them which students best match their requirements. The interactive nature of the system gives quick results for both employers and students.

Recent business student internship placements have included:

- Apple
- Alexion Pharmaceuticals
- Alinabal
- Deloitte
- Ernst & Young
- ESPN
- Foxwoods Resorts
- KPMG
- Lockheed Martin
- Major League Soccer Headquarters
- Marcum
- Medtronic
- Mohegan Sun
- Morgan Stanley
- National Hockey League Offices
- NBC Universal
- New York Blood Center
- New York Yankees
- PwC
- Saybrook Point Inn
- Stanley Black & Decker
- Travelers Insurance
- The Walt Disney Company
- Webster Bank
- Yale Athletics
- Yale New Haven Health

“The University of New Haven takes pride in providing students ample opportunities to supplement classroom work with real-world industry experiences.

“During the summer of 2019, I had the honor of working for the New York Yankees as a summer sales associate (SSA). During my time with the Bronx Bombers, I gained first-hand experience on the ins and outs of sport ticket sales, while networking and learning from some of the most accomplished professionals in the industry. As an SSA, I sold partial-season, full-season, and group tickets to fans and businesses via cold calls and in-game touch points.

“I am proud to say that upon completion of the four-month SSA program, my team of 13 young professionals excelled beyond our initial revenue goal by 164%. The endless support, teaching, and motivation from my teammates and supervisors also enabled me to surpass my individual revenue goal by 269%.

“I am forever grateful to the University of New Haven and its distinguished professors; without their guidance and industry connections, I would not have had this opportunity to jump-start my career in the sport industry.”

Mike Scharfenberg '20
“In the summer of 2019, I interned for KPMG, one of the four major public accounting firms. I worked as an audit intern for their Stamford office. This was my third internship, but it was my first experience with a large, international company.

“During the second week of my internship, I flew to Orlando, Fla., for the KPMG National Intern Training program. I networked with 2,000 other KPMG interns from around the country. We spent about 8 hours each day in training sessions about KPMG’s internal software, interpersonal skills, and Excel. After this week of training, I assisted with the audits of three public companies in the communications, consulting, and energy service industries.

“After my internship, I accepted a full-time job with KPMG in Denver, Colo. I will start as an audit associate in the fall of 2020. A professor introduced this internship experience to me, which has set me up for an exciting career path after I graduate with my MBA.”

Emma Conrad ’19, MBA ’20

“In the spring of 2019, one of my finance professors reached out to me with an opportunity to do a paid project for a senior officer at KeyBank. I was thrilled to receive such an opportunity, so I accepted the project without hesitation. Once I completed the project, the senior officer offered me an internship at KeyBank for the summer of 2019.

“I began my 12-week internship in late May, and I enjoyed every day of it. I interned in a variety of roles, including working as a teller and helping customers with daily transactions, assisting bankers and managers with account dealings, and learning about the investment side of banking. KeyBank has more than 1,100 branches throughout the country, and I was able to intern at three Connecticut locations: Hartford, Madison, and Clinton. Splitting my time among three branches helped me expand my knowledge of the industry and gain valuable connections for the future.

“The University of New Haven has positioned me for success in my career. I encourage everyone to make relationships with professors and take advantage of opportunities that arise, because you never know where it will lead.”

Daniel Kwiatkowski ’20
Fang "Frank" Chen, Ph.D.
Associate Professor, Finance

Ceyda Mumcu, Ph.D.
Associate Professor, Sport Management

Kimberly Mahoney, Ph.D.
Associate Professor, Sport Management

Esin Cakan, Ph.D.
Professor, Economics and Business Analytics

Jason Chung, LL
Assistant Professor, Sport Management

Candice Deal, Ph.D.
Assistant Dean, Associate Professor, Accounting

Jestine Phillip, Ph.D.
Assistant Professor, Management

Fereshteh Zihagh, Ph.D.
Assistant Professor, Business Analytics
Beta Gamma Sigma

Beta Gamma Sigma is an international honor society serving business programs accredited by AACSB International.

CLASS OF 2019 INDUCTEES

Honoree: CoB Advisory Board Member Kelly Haskins, senior vice president, Webster Bank.
Faculty: Executive MBA Director Michael Davis MBA ’86, Brian Marks, and Darell Singleterry.
Students: Gabrielle Benedetto, Julia Caccavale, Vincent Derobertis, Christopher Jensen, Man Jin, Mackenzie Johnston, Amy Keach, Mona Merhabi, Melanie Mucciacciaro, Joshua Ramsey, Devery Robb, Molly Ronan, Michael Scharfenberg, Courtney Smith, Miranda Velez, Brian Zheng, and Jizhou Zhou.
Beta Alpha Psi

Beta Alpha Psi is an international honor society for financial information students and professionals. It serves universities accredited by AACSB International.

CLASS OF 2019 INDUCTEES

Faculty: Michael Rolleri and Dr. James Mohs.

Students: Michelle Caneira, Emma Conrad, Skyler Fantaci, Machenzie Johnston, Tracy Khan, Michael Knoblack, Timothy Lord, Nicholas Mikelinich, Navin Purushotham, Nickey Raj, Devery Robb, Ayanda Rouse, Jack Sommer, Ploy Techathawornkul, Akhilesh Tipnis, Johnna Tuinman, Jonathan Vargas, and Drew Whitlock.

Chi Sigma Mu

Chi Sigma Mu is an honor society of the Commission on Sport Management.

CLASS OF 2019 INDUCTEES

Faculty: Dr. Ceyda Mumcu.

Students: Doug Akerstrom, Michelle Brandao, Kylie Leff, Michael Moore, Dylan Randazzo, Gabriel Velazquez, and Stephanie Zide.
The University of New Haven is proud to announce the relaunching of the American Business Review (ABR) to coincide with our 2020 centennial celebrations. American Business Review was first published in 1983 and it is ranked an "A" level journal in the Australian Business Deans Council (ABDC) journal list. Dr. Kamal Upadhyaya and Dr. Subroto Roy are co-editors of the ABR. The centennial edition, to coincide with the 100th year of the University of New Haven, will be published in Spring 2020.

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**FACULTY INTELLECTUAL**

**PEER-REVIEWED JOURNAL ARTICLES:**


Josephine Moran  MS ’01  
CoB Advisory Board Chair,  
Board of Governors Member  
Moran is executive vice president, head of retail banking at Provident Bank. She was named a 2015 Staten Island Top Woman in Business.

Jim Betzig  
Betzig is chief executive officer and partner at TrinityPoint Wealth. He has been named a Connecticut Magazine Top Financial Advisor from 2012 through 2016 and a Barron’s Top 1200 Advisor for 2016 and 2017.

Cathy Bradley  EMBA ’86  
Bradley is owner and president of Cathy Bradley Enterprises. She is a member of the Spoken Communications board of directors.

Mark Caplan  MS ’89  
Caplan is a senior tax partner practicing in KPMG’s Boston and Hartford offices. He has 35 years of experience in tax planning and structuring transactions for public and privately held clients.

Joseph R. Catapano  ’89  
Catapano is vice president and chief accounting officer at Pitney Bowes. Prior to Pitney Bowes, he held finance positions with PepsiCo and was an audit manager with KPMG Peat Marwick in Stamford, Conn.

Susan D’Agostino  MBA ’85  
D’Agostino holds two senior-level certifications in human resources and is the founder and principal of SLD Consulting Services. Prior to starting her consulting firm, she was senior vice president and chief administrative officer for Harris Connect.

Michael Davis  MBA ’86  
Executive MBA Director  
Davis is former vice president of taxes at Nestle. He serves as an officer for numerous Nestle companies, including Nestle USA, Nestle Purina PetCare Company, Gerber Products Company, and Nespresso USA.

Craig Douglas  MBA ’82  
Douglas is an executive officer and former vice president and treasurer of Stanley Black & Decker. He has spent his entire career with Stanley, providing him with broad exposure to all facets of accounting and finance within a manufacturing company.

Saul Factor  EMBA ’96  
Factor is the president of Smith Drug Company and Burlington Drug Company. He is a noted turnaround specialist and has led culture change throughout his career with the belief that the customer must be the focus of a successful organization.

Alice Gao  MBA ’94  
Gao is senior vice president and head of commercial banking for ICBC USA, one of the world’s largest banking and financial services organizations. She leads a multifunctional team to succeed on a global scale by achieving sales and profit targets.

Will Germain  ’04  
Germain is a senior investment officer at Ventas. He previously served as director of acquisitions and investments for Lillbridge Healthcare Services, and he held various roles in finance at General Electric Capital Corporation.

Baharom Bin Hamzah  ’85, MBA ’87  
Hamzah is group managing director and chief executive officer of Romstar, which he founded in 1997. The company designs, builds, and operates high-resolution magnetic flux leakage (MFL) technology.
Kelly Haskins
Haskins is senior vice president and director of community banking implementation management and operational risk at Webster Bank. She joined Webster in 1996 as a product manager for investments.

Frank Hird ’78
Hird is a licensed real estate broker with more than 28 years of experience selling and leasing commercial real estate locally, nationally, and internationally.

Jeff L. Hubbard
Hubbard serves as regional manager of commercial banking and senior vice president for Liberty Bank. Prior to the acquisition of First Niagara Bank by KeyBank in 2016, he was the New England regional president for First Niagara.

Mary Landsfield
Landsfield is a financial advisor and investment advisor representative at Barnum Financial Group. She co-founded the software company Skymira and served a senior business development manager for the trade arm of the Australian government.

Mike Maguire
*Entrepreneurship and Innovation Advisory Board Chair*
Maguire, a leading authority on the use and effectiveness of integrated direct marketing tools, is the chair and former CEO of Structural Graphics and a partner in Ann Nyberg’s Network Connecticut.

Kristina Palazzo
Palazzo is a tax partner with PwC’s Private Company Services practice based in New York City. She has 20 years of experience working on complex transactions and business issues facing both public and privately held multinational companies.

Christopher Puglia
Puglia leads the U.S. insurance tax practice in Deloitte’s New York City office. His team of global partners works with the company’s largest and most complex clients.

Franklyn Reynolds MBA ’98
Reynolds is president of Berkshire Gas, in Pittsfield, Mass. A 25-year veteran of the utility industry, Reynolds also serves as vice president of Gas Integration for Avangrid Networks.

Garrett Sheehan
Sheehan is president of the Greater New Haven Chamber of Commerce and the Quinnipiac Chamber of Commerce, executive director of the Regional Leadership Council, and a licensed attorney in Connecticut and Texas.

Michele Solomon
Solomon is the managing director of operations of the New England Region at Marcum. She entered the position with more than a decade of experience in the assurance department.

Peter Smerd EMBA ’92
Smerd is president of Boulevard Building, located in Pittsburgh, Penn.

Eran Zalsman
Zalsman is the founder and president of AcadeME, and he is a partner and CEO of advertising and marketing agency Ashkenazy-Zalsman.