Alumni participation, the number of alumni who give back to their alma mater, has gained momentum over the past few years thanks to the growing number of alumni who support the Annual Fund.

With the launch of Momentum: The Campaign for the University of Miami in 2003, we entered an exciting new era—a four-year, $1 billion comprehensive campaign. Thanks to record-setting support from alumni, our ambitious goal was recently met, nearly two years early. Based on that support, we have increased the goal to $1.25 billion, and significant needs have been identified for the School of Business Administration’s share.

The Annual Fund plays an important role in Momentum. Every Annual Fund gift will count toward the campaign goal. In addition, alumni gifts of every size are equally important in building alumni participation, one of the criteria used in the national rankings of business schools.

Annual Fund gifts meet the most immediate and pressing needs of the School of Business Administration. They provide financial resources for recruiting and retaining top students, and for continuing to offer outstanding teaching, innovative programs and world-class facilities.

If you have never made an Annual Fund gift before, or have not yet made your gift for this year, please log on to www.miami.edu/makeagift. In the Gift Designation area, be sure to select School of Business Administration from the drop-down menu. Be a part of creating momentum today!

The University of Miami Annual Fund
School of Business Administration
Post Office Box 248032
Coral Gables, Florida 33124-6521
305-284-4052
Progress Report

QUALITY DOESN’T HAPPEN OVERNIGHT IN ACADEMIA. It’s a matter of continuous improvement. When I look around at the School of Business, I’m proud of the progress we have made. It’s certainly a very different place from what it was when I arrived in 1977. Back then, our departments and classrooms were scattered all over campus. The School’s first two buildings were constructed before I became Dean 15 years ago. Today we have a whole complex of buildings, with more on the drawing board, and they provide an outstanding teaching and learning environment.

But schools are really about people, not buildings. Our faculty is the best it has ever been. The men and women who teach here are scholars who are dedicated to preparing our students to make a difference in the world of business. And the quality of the students who are attracted to our programs has never been higher. After graduating, they take the knowledge we have given them, combine it with their own ambition and go on to greatness.

The School’s strength continues to grow in other ways, too. Thanks to the generosity of many donors, our 50-plus scholarships assist dozens of students each year. Some of that money is raised through the School’s annual Scholarship Golf Tournament, an event that attracts more than 100 local business leaders. Other local professionals participate in our Mentor Program, which pairs students with local organizations, giving both the benefits of experience.

As you can see, the School of Business is in very good shape. That’s why I have made the decision to step down as Dean at the end of this academic year. I will be going back to the classroom to join my colleagues in preparing the next generation of business leaders. As you may have read, Barbara E. Kahn has been selected as the new Dean. She comes from the School of Business and continues our progress. I thank you for your assistance and support through the exciting changes that lie ahead.

— Dean Paul K. Sugrue, PhD
psugrue@miami.edu
Winning debaters (left to right) Nick Holzer, Josh Morales, Ryan Kairalla, Christina Fiallo and Elizabeth Tedford with Dean Paul K. Sugrue.

Undergraduate Team Wins National Ethics Debate

UM’S ETHICS SOCIETY DEBATE TEAM, composed of students from the School of Business students and other UM students, won the 13th National Championship Intercollegiate Ethics Bowl in Cincinnati on February 22. The UM quintet prevailed over 31 other teams that had won their respective regional competitions last fall.

The winning team was comprised of Christina Fiallo, a junior majoring in history and political science and economics; Josh Morales, a freshman majoring in economics and biology; Ryan Kairalla, a junior majoring in business law; and Elizabeth Tedford, a senior majoring in history and psychology, junior majoring in business law; and Elizabeth Tedford, who won the UM Ethics Debate in 2005, also won the most recent UM competition, held at the School of Business November 4. They were joined by runners-up Fiallo, Holzer and Katherine Diaz-Drago at the Southeast Regional Ethics Bowl in St. Petersburg, Fla. on November 18. Diaz-Drago did not join them in Cincinnati.

At the National Championship, the UM team bested Loyola University Chicago, Peninsula College (Washington) and Western Michigan University in the quarterfinals; the U.S. Military Academy at West Point in the semifinals; and Westminster College (Utah) in the finals. The debaters tackled cases dealing with affirmative action in South Africa, reproductive decisions involving deaf infants, use of GPS systems to track children via cell phones, whether prisoners may receive vegan meals and other topics.

For the second year in a row, UM’s winning team donated their cash prize to Voices for Children, a Miami nonprofit that provides assistance to post-foster-care children.

“The School is proud to be part of the Ethics Debate competition, and we are especially proud to have our students go on to regional and national championships,” says Dean Paul K. Sugrue. “Ethics is an important part of our curriculum, and it is very rewarding to see our students apply what they are learning on campus so successfully to important societal issues.”

Career Day Panelists Give Students Success Strategies

THE FALL 2006 CAREER DAY: Climbing the Ladder of Success was held on September 6. This year’s theme was “Career Advice from the Experts — Preparing for a Successful Career.” The event kicked off with a luncheon in the James W. McLamore Executive Education Center dining room with School of Business Ambassadors and MBA graduate officers.

The topics included résumé preparation, interview techniques, networking skills, preparing for internships, dressing for success, and time and conflict management. Panelists included Sonja Harry, vice president, human resources for the Miami Heat; Tom Lee and Debra Potashin, department managers at Nordstrom; Gloria Romero Ross, director of communications and community relations for The Continental Group; and Leigh M. Rothschild, managing director of Rothschild Trust Holdings. Following the luncheon, the panelists held a lively discussion of these topics before a large group of students in the School’s Sterer Auditorium.

“It is vital to develop these career skills throughout a student’s college career,” says Elisah Lewis, Director of Undergraduate Career Options Counseling. “Undergraduates need to be properly prepared in order to perform well in part-time jobs and internships, with the goal of getting a full-time job upon graduation or attending graduate school.”

Lewis spoke on “The 5 As for Success at the University of Miami: Academics, Activities, Aesthetics, Athletics and Accommodations.”

Clockwise from bottom left: Gloria Romero Ross, Tom Lee, Sonja Harry, Leigh M. Rothschild, Elisah Lewis and Debra Potashin.

NAVAL COMMANDER OFFERS LESSONS IN LEADERSHIP

ON NOVEMBER 14, THE U.S. NAVY sailed into Sterer Auditorium in the form of Cmdr. Steve Shingo, who delivered a presentation titled “Command at Sea: Leadership Lessons from the Bridge of a Modern Man-of-War.” Shingo, the commanding officer of the U.S.S. Gridley, a guided-missile destroyer, discussed how despite changes in the technology of warfare, leadership remains as important as ever. Potentially leading men and women into harm’s way remains a challenge. So does keeping a crew motivated and focused in the close confines of a warship — the 200 sailors aboard the Gridley range from 18 to 49 years old; 20 percent are women; and they hail from 46 states, 5 continents and 12 countries of birth.

Shingo, a native of Florida, said that 18 years of Navy experience has taught him four overall steps to “getting on, and staying on, a winning streak.”

1. Build a great game plan. Plan with key players, who then can teach everyone else. Execute, correct, execute.

2. Build a team. You have to make sailors feel respected and useful, and exercise ownership.

3. Identify centers of gravity. These are the key personnel to whom others look. Build them up in public, delegate important work to them, and grant autonomy as they earn your trust.


On February 10, Gridley became the first U.S. Navy warship ever commissioned at the Port of Miami. Hundreds of onlookers, including representatives of the School of Business, cheered as Shingo was given formal command of the ship.
Music Industry Leader Shares Career Advice

WHEN LYOR COHEN talks about his high-flying career, it’s music to students’ ears. Cohen (BBA ’81), who is chairman and CEO for U.S. Recorded Music at Warner Music Group, spoke in Storer Auditorium on November 16 as part of the Rothschild Lecture Series. The event was hosted by the School’s Entrepreneurship Club.

“Be prepared to work. When I started out, I worked five to seven days a week, and I was used to it,” Cohen told students. “I believe the cell phone is a tremendous opportunity for our business.”

His advice to the students was to look for more than a job. Instead, Cohen said, find an industry they love. “One of the lessons I learned,” he told them, “is that if you’re interested and curious about something as I was about music, you’ll delve deeper. You’ll see things that other people miss.”

ALUM NAMED TO HIGH POST AT SMALL BUSINESS ADMINISTRATION

IN DECEMBER, JOVITA CARRANZA (MBA ’02) was named deputy administrator of the U.S. Small Business Administration. Carranza (picture at left), who was unanimously endorsed by the Senate Committee on Small Business and Entrepreneurship, is now one of the top-ranking Latina professionals in the country. She had been nominated by President Bush in September.

Prior to her appointment, Carranza was vice president of UPS Air Operations where, among other responsibilities, she oversaw Worldport, the company’s billion-dollar packaging facility at its hub in Louisville, Ky. She was nominated for the SBA post because small businesses are one of UPS’s largest customer bases and she has extensive knowledge of their needs.

“Jovita brings great sensitivity to the issues small businesses face, as well as the sophistication of being part of an organization with complex operations,” says SBA Administrator Steven C. Preston. “This combination of insight and business skills will bring tremendous value to the SBA.”

TWO STUDENTS WIN HUMAN RESOURCE SCHOLARSHIPS

Seniors Rahila Odhwani (center) and Maitee Brizuela (right), won prestigious $1,000 scholarships from the Greater Miami Society for Human Resource Management (GMSHRM). They were honored at the organization’s monthly dinner meeting on November 14. Pictured with them is Department of Management Lecturer Christine Hagan. GMSHRM is Miami-Dade County’s largest organization serving human resource professionals. Odhwani is the president of the student chapter.

RESTAURANT EXECUTIVE SPEAKS TO ENTREPRENEURSHIP CLUB

On October 17, the School of Business Entrepreneurship Club hosted Dan Cathy, president and COO of the Chick-fil-A restaurant chain. “This is a critical time right now,” Cathy told the students. “The decisions you make may set the course of the rest of your life.” He then showed some of his company’s TV commercials and discussed Chick-fil-A’s advertising strategy and its new customer service initiatives. Following his presentation, Cathy (left) was thanked by Alex Phillips, vice president of the Entrepreneurship Club.

ALUMNI MARSHALS AT COMMENCEMENT

A number of the School’s faculty and alumni served as marshals at the University of Miami Commencement on December 14.

ACADEMIC BANNER MARSHALS

A. “Parsu” Parsuraman, Management Science
Representing the Graduate School
Jonathan West, Political Science
Representing the School of Business

FACULTY MARSHALS

Edward Baker, Management Science
Douglas Emery, Finance
James Foley, Economics
Mark Friedman, Accounting
Fred Frick, Political Science
Howard Gittow, Management Science
Andrea Houston, Finance
David Kelly, Economics
Duane Kujawa, Management
Olga Quintana, Accounting
Thomas Robinson, Accounting
Ricardo Rodriguez, Finance
Dan Sarel, Marketing
Joel Stutz, Computer Information Systems
Tie Su, Finance
Kay Tatum, Accounting

ALUMNI MARSHALS

Helene Ann Laurence (BBA ’89, MBA ’91)
Gloria Lerro Lopez (BBA ’91)
Otis D. Breakly III (BBA ’78)
MORE THAN 100 scholarship donors and recipients attended the 27th Annual School of Business Scholarship Donor Recognition Program and Luncheon on November 3. Many of the donors present had the opportunity to meet and dine with the students who are the beneficiaries of their generosity.

Dean Paul K. Sugrue thanked the donors for their continued support of the School and its students. UM Executive Vice President and Provost Thomas LeBlanc also spoke, talking about the need for student financial aid and how scholarships help to meet those needs.

For information about funding scholarships, contact Connie Kazanjian, Director of Development, at 305-284-4373 or ckazanjian@miami.edu.
KNOWLEDGE IS A PRECIOUS ASSET.

The School’s Mission Statement focuses on “the creation and dissemination of business knowledge.” The “creation” of knowledge is the result of the research done by our faculty scholars. The “dissemination” happens in the classroom, but that’s just the beginning. Our students, our faculty and our alumni are also family members, community residents and citizens of planet Earth. Because they have a heart as well as a brain, many of them have discovered the joy of using their knowledge to enrich the lives of others who lack that knowledge. Our cover story profiles some of them, and how they are using what they gained from the School to give back and make the world a better place.

COVER STORY

Giving Back
When Jason Madden interviewed for the consulting internship at the Sant La Haitian Neighborhood Center, something just clicked. Gepsie Metellus, the Center’s executive director, was intrigued by Madden’s marketing expertise, but his 10 years of experience in information technology and in sales and marketing sealed the deal. She thought he would be a good match, and she was right. In fact, although the 10-week project ended months ago, Madden continues to work at Sant La.

Madden actually had a head start on the assignment. He works as a graduate assistant at the School’s Sanford L. Ziff Graduate Career Services Center, so he watched the MBA Consultant to Non-Profit Business Project develop from scratch. Add Madden’s long history of volunteerism to his desire to work for a nonprofit with a service mission, and Sant La fit the bill.

Sant La was founded in 2000 to help Haitians living in the area find a host of community-based resources and services. Haitians, many of whom speak Creole, represent the second-largest immigrant community after Cubans in South Florida. In “Little Hain,” where the average household income for a family of four is $14,000, a little help goes a long way.

Madden rolled up his sleeves from Day One. He set up a game plan that eventually touched all areas of the 11-member organization: financial analysis, nonprofit accountability, strategic marketing, budgeting and developing performance measures, and grant writing. He also helped revamp the organization’s Web site, developed a comprehensive donor database and refreshed Sant La’s community brand. Metellus describes Madden’s work as “magic.”

“He’s willing to learn, he’s open to the culture, he’s young, eager, and he’s able to offer new insights into what and who we are,” says Metellus. “We plan to keep him on as a part-time consultant as long as we can.”

Sant La has opened new doors for Madden. “I’ve learned how to work with a wide diversity of people, and even picked up a bit of Creole along the way,” he says. But some things were more of a challenge—namely, getting the director’s time and getting projects approved, two obstacles that he learned how to work around. And when in doubt, he could call on project mentor Adam Carlin (story, page 17), who was a “great sounding board.”

“The project has been a win-win-win-win situation,” says Metellus. “The organization wins, the community wins, the university wins, and of course, the student wins. The success of his internship just reconfirms that Jason is on the right track.”
Learning the ABCs of Charitable Giving

For classroom relief program, marketing and establishing relationships are key

Rbecca Bartels already had an agenda when she sat down with James Rosenberg, the founder and executive director of Adopt-A-Classroom. “The organization was something that I was immediately interested in, so I did some research and came up with ideas before my interview,” she says. Rosenberg was impressed with her marketing strategies; she was eager to get started.

Bartels, who is specializing in management and marketing, originally heard about Adopt-A-Classroom through Heather Costa, corporate relations manager at the Sanford L. Ziff Graduate Career Services Center. Adopt-A-Classroom’s mission is simple: to match donors with classrooms that need extra resources. Once a match is made, the teacher can access funds through an online account from the donor to purchase supplies.

Since its founding in 1998, Adopt-A-Classroom has raised more than $5.5 million for schools nationwide, Rosenberg says.

Before 1998, he was a mergers-and-acquisitions attorney who volunteered in the community in his spare time. When he was mentoring a student at a prekindergarten school for the physically and mentally underserved, he saw how few resources the classroom actually had. He switched from philanthropist and enlisted a law school buddy, Max Holtzman, to help him launch the classroom relief program.

It may be a small outfit (three full-time staffers and one part-time bookkeeper), but Adopt-A-Classroom has a huge outreach nationwide. “On the first day of the internship, James and I set out several goals that we wanted to accomplish,” says Bartels. “We wanted to forge relationships with the educational communities and other nonprofits, and start a data-mining project to find out what was working in the Web site and what wasn’t in terms of attracting donors.” This information was key to targeting Adopt-A-Classroom’s ongoing marketing efforts.

“The advantage of working with James is that I could learn a lot about how to get things done and the drive that it takes for a nonprofit to succeed,” says Bartels.

Although Rosenberg praises her work as “beyond my expectations,” Bartels says the internship wasn’t long enough to see the results of all her contributions. But she was able “to bring in new ideas and help James with the follow-through of many of his ideas that he simply didn’t have time to complete,” she notes. And she plans to help Adopt-A-Classroom long into the future.

Bartels learned plenty as a consultant to Adopt-A-Classroom, but she highlights one thing in particular: “Nonprofits truly need to be run like a for-profit company,” she says. “The only difference is that the money is passed on to the cause, not back to the organization.”

Building a Business Network

Internship focused on research to help an association retain members

Erin Mitchell began her internship with worries that her lack of real-world work experience would be a problem. “As a student, I had theoretical experience, but I hadn’t worked in many places yet,” says Mitchell. Over the next 10 weeks, she learned that her worries were unfounded.

Her mission was to create a marketing strategy for the Greater Miami Chapter of the National Association of Women Business Owners, NAWBO. A network of 80 national chapters, helps businesswomen “by sharing resources and providing a single voice to shape economic and public policy.” The 50-member Miami chapter has been serving local businesswomen from diverse fields since 1975.

Diane Vollrath, president of Miami’s NAWBO chapter, wanted “someone to look at our organization with new eyes and do things that we didn’t have the staff or the time to do the way we wanted,” she says. “We had a huge membership push last year, but we couldn’t retain our members.”

Mitchell, with her knowledge of international business and marketing, was the right person for the job. “Her expertise and textbook experience translated well into real situations for us,” says Vollrath, who is also CEO of Management Matters, LLC, which provides back-office support for small businesses. “She did the research and then offered us options.”

Mitchell laid out a three-step game plan: analyze the current NAWBO Greater Miami situation, develop and present her suggestions, and implement her recommendations. She began by sending out a member survey, launching a wave of targeted marketing materials to specific audiences, and analyzing the inner workings of the organization by attending chapter events and board meetings. “We wanted her to get a feel for who was coming to the meetings and who might we attract,” says Vollrath.

But Mitchell faced another challenge: “The program also made me appreciate the community-mindedness of the university by reaching out and not isolating itself in academia.” And in the sense of what goes around comes around, Vollrath is ready to introduce Mitchell to the NAWBO network in her job search after she graduates.

Mitchell’s takeaway: “I’m learning that you can find great experience in unexpected places.”
A POWERFUL PARTNERSHIP
Internship program ‘sews the seeds of civic engagement’

Monica Lee-Karoutsos (MBA ‘06) finished her MBA program that provided in- sight into the gist of marketing. “I say ‘hats off’ to UM for taking the lead on this,” adds Carlin, who just announced Smith Barney’s encore funding for the 2007 program, and at an increased level. Cava and Jason Madden, one of the interns in the program (story, page 13) and a graduate assistant at the Ziff Center, were invited to meet with the UM Citizens Board recently to review funding; this elite board of more than 300 business, professional and civic leaders who support UM’s programs and philanthropic efforts enthusiastically agreed to cover the other half of the funding for the 2007 program. Now Cava hopes to attract a large donation that will ensure the program’s financial stability for years to come.

Meanwhile, Rump is fine-tuning the program’s inner workings and gearing up for what he ahead. He’ll be busy — the Ziff Center received applications from 24 nonprofit for this summer’s program.

“There’s already a real buzz around town about the wonderful work our MBAs did in the nonprofit community,” says Cava, “and we’re just getting started!”

— B.B.
LESSONS FOR LIVING

UM students on the Hyperion Council bring help and hope to youth throughout South Florida

By Clayton Collins • Photographs by Tom Sayer

SOMETIME LEARNING TAKES PLACE deep in the misty realm of the theoretical. Other times it is more immediate, more “actionable.” In the latter form, the lessons tend to stick. Ellen McPhillip, advisor to the Hyperion Council—a multipronged community-outreach program launched at the School of Business in 2004—recalls a day last year that, for her, signaled Hyperion’s coming of age. Four UM students were easing into the mentoring work of one Hyperion-run group, Voices for Children, which aims to boost the life skills and financial literacy of youths raised in Florida’s foster care system and about to begin lives as independent adults. The undergraduates—young men and women whose backgrounds in no way mirrored those of their teenage charges—admitted to some real trepidation. “You know, they weren’t really sure that they could connect with the kids,” says McPhillip, who is also the School’s director of undergraduate admissions.

During a session on credit scores, that self-doubt proved to be unfounded. “One of the council members was able to bring up one kid’s credit score online,” she says. Clattering away at the keyboard, he found the reason this young man already had such a horrible credit rating: His birth parents, having run their own credit into the ground, had established credit in their son’s name and then ruined that, too.

“The moment the class was done, this kid got on a cell phone,” McPhillip says. He gave his birth parents an earful. “It was quite a scene,” she says. “From my perspective, it was the best thing that could have happened, because in a very tangible way we had helped him understand what had happened that had been out of his control—and how he could change it.” The UM students, too, got a rush from their role in that act of empowerment.

That’s the point. Across all of its programs—there were five last semester—Hyperion’s payoff flows two ways. First, students take what they have learned in the classroom and share that with others to tangibly improve their lives. Second, they learn that community partnering not only means doing good but is also a means of doing well.

“These are already very busy people who are very bright,” says McPhillip, “but who want to do more than simply be smart.”

The group has done a great deal lately besides its continuing work with Voices for Children. A regular session for incomplete
ing freshmen called What’s in Your Wallet? deals with the credit card trap and related issues. “We feed them pizza and give them the basics on how credit works,” McPhillip says. An edgy UMTV public-service spot made this fall with an underground feel — using grant money supplied by the Motion Picture Association of America — warned students against digital piracy.

Another ongoing program, a Fort Lauderdale extension of a long-running national program called Breakthrough Collaborative, guides students from five Broward County middle schools to become oriented for success in high school, college and beyond. Hyperion students conduct donor-funded, tuition-free Saturday classes at the private preparatory Pine Crest School, using pamphlet materials adapted — translated, really, into youth-friendly terminology — from such sources as Fannie Mae and the Federal Reserve.

“We were not going to rehash the PowerPoint presentations about financial literacy, the basic bank account, checking account,” says David Pierlus, a senior finance major from Miami who is Hyperion’s point person for Breakthrough Collaborative. “They’d already had that. We needed to elaborate more and put this information in a real-world context that they could understand and identify with. It also gave us the opportunity to talk to them about the college application process and what they need to be thinking about in terms of different majors and careers.”

Pierlus also sees his teaching role as prep work of his own. “When you get out in the real world you have to make presentations, you have to hone your public-speaking skills,” he says. “People may underestimate this middle school audience, but they really catch on when it’s made interesting, and if you don’t find a way to keep their attention, you’re going to lose them.”

In fact, many American middle schools focus on containment because of their students’ challenge-laden stage of development. Breakthrough Collaborative starts with the basics. “We’re working to remediate deficiencies and accelerate progress,” says Abena Osei, Pine Crest’s program director for Breakthrough Fort Lauderdale. “We mentor as well as tutor, and make sure they’re on track for academic success.”

LOOKING TOWARD THE FUTURE

Then Breakthrough takes a turn. “The idea of six weeks of school during the summer is sort of scary for the majority of children,” says Osei. “The approach has to be a little different to let them see how is going to benefit them in the future. We tell them, ‘If you were an athlete, you wouldn’t have any issues practicing over the summer, early mornings, late nights, afternoons. Academics is the same thing, so you have to start your process now.’ Once they see that, they get it.”

“We never had to bug our son to go,” says Debbie Lopez, whose eighth-grader, David, was recruited to attend North Broward Prep this past fall after participating in Breakthrough at Margate Middle School. Lopez credits Breakthrough Collaborative with giving David the academic energy that got him noticed. “When you get out of the Stars classes she walked into — not in her normal oversized T-shirt and jeans, but dressed to the max — and told us that at the beginning of the class she had an announcement to make. She stood up and told us that she had been able to save $250, and that this time she didn’t have to use her scissors.”

Hyperion students have seen huge success in other programs, too, including the money-matters segment of Voices for Children.

“The most poignant statement made to me by one of the youths at the first Independent Living Initiative class was that she was not going to save money by putting it in a bank or by opening a checking account because the only way she knew how to control her spending was to cut her money in half and then hide the Scotch tape,” says Robyn Parris, a junior international finance and marketing major from Barbados and the student leader of both What’s in Your Wallet? and Voices for Children.

The young woman, a 23-year-old with a toddler and another baby on the way, made rapid progress. “Throughout the four Saturday classes, it was evident that she began attending other money-management classes from the questions she asked and the information she was able to relay to us from her own experience,” says Parris. “At the end of the Stars class, she walked in — not in her normal oversized T-shirt and jeans, but dressed to the max — and told us that at the beginning of the class she had an announcement to make. She brought the community-service inspiration with them (story, page 24). A total of 33 students have come through Hyperion; there are currently 27 students involved, all juniors or seniors, spending an average of two hours per week on their respective projects. Many more now participate in good works through the larger Students in Free Enterprise (SIFE), an international grant-making organization backed by Wal-Mart, Ernst & Young, HSBC and other corporations.

EXPANDING INTERNATIONALLY

Last year Hyperion decided to take SIFE — a partner of the Council’s from the start — to the University at large to draw in non-business students. The Council serves as SIFE’s executive board. “It allows us to go international and reach out to non-business majors,” says McPhillip. “SIFE operates in 44 countries, and all those students share the vision for community service that we have at UM.”

SIFE has also been a source of funding for Hyperion, which won a $3,000 Marcus Foundation grant in 2004 that it eventually used to launch its pilot literacy program, Project Hope, at Braddock High School. (Hyperion continues to draw on those funds.) And like those SIFE programs elsewhere, UM is now poised to go international. Two Jamaican students on the SIFE team have been talking about creating a financial literacy CD for some at-risk boys there. “We issued a proposal at Christmas,” McPhillip says, “and hopefully we can get something going.”

There’s reason for optimism. “When you talk to people about these programs one of the first things you hear is: ‘These are undergrads. What could they possibly know or do that would actually make a difference?’ What I’m trying to help people see is that the need is so great in these communities that it doesn’t take genius, it just takes legwork and sweat.”

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There’s reason for optimism. “When you talk to people about these programs one of the first things you hear is: ‘These are undergrads. What could they possibly know or do that would actually make a difference?’ What I’m trying to help people see is that the need is so great in these communities that it doesn’t take genius, it just takes legwork and sweat.”

EXPANDING INTERNATIONALLY

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Juxtaposition between several realities marked the journey taken last year by Alex Merchan (BBA ’99, MBA ’03). A marketing manager for Virgin Entertainment in Orlando, Fla., since September 2004, Miami native Merchan left his Disney-fined confines last May for a week in an impoverished village near Johannesburg, South Africa. He and an international group of Virgin volunteers worked with local charities to brighten the lives of dozens of families. “We were told we’d be working with orphans and HIV/AIDS-infected adults, but that gave us no idea of what our experiences would ultimately include,” says Merchan.

The trip was related to Virgin Unite, the charitable arm of Virgin Group, the U.K.-based conglomerate founded by Sir Richard Branson, which operates humanitarian programs worldwide. It’s a way, Merchan says, to see firsthand what Virgin Unite does and “then go back to our businesses and think of ways to contribute to the cause.”

Merchan’s week began with a five-hour drive from the Johannesburg airport to Ulusaba, Branson’s luxurious private game reserve — though the group’s own accommodations were considerably spartan in comparison. From that base, Merchan ventured to the adjacent village of Dumphries, where Virgin Unite assists nongovernmental organizations with education and health-related projects.

“I spent hours mixing dirt, concrete and water to make the cinder blocks needed to build a new school,” Merchan reports. Over the next few days, he pitched in on other tasks, including planting trees, constructing a wire fence, fashioning tire swings and building a chicken coop populated with hens the volunteers purchased with pooled funds.

There was time for play, too, such as when the villagers staged an impromptu song-and-dance ceremony. “Their gratitude was amazing,” Merchan says. “After just a few days, we could see their trust build and a bond grow.”

Observing poverty, AIDS and the lack of education and natural resources saddened Merchan, yet he returned home with a sense of commitment and hope. “If just one of us were to develop a passion for this type of humanitarian effort,” he says, “it’s one more person to help the cause.”

Merchan, who kept a blog during his African trip (www.alex2africa.blogspot.com), is determined to be among the impassioned. “I feel compelled to do more,” he says. In fact, since his return he’s been raising funds for Riders for Health, a group that purchases motorcycles for African health care workers.

“The experience I had in South Africa gives me hope that there will be improvement in the lives of less fortunate people.”
Student Leader
Andres Engel uses his financial know-how to teach high schoolers business skills

Every other Wednesday morning, before his workday as a financial analyst at the Wall Street investment firm Morgan Stanley begins, Andres Engel (BBA ’95) makes an important stop. While many of his peers are working out, reading the newspaper or having their first cup of coffee, Engel is sitting with a group of high school seniors at Manhattan Village Academy. He’s a volunteer instructor for Tomorrow’s Business Leaders (TBL), a nonprofit organization that teaches students business, finance and career-development topics.

The public Manhattan Village Academy requires all seniors to participate in the program. “It’s a great way to help them gain valuable skills and prepare them for college,” says Engel. “We teach them how businesses work, guide them through the process of creating a business plan and cover the basics of the stock market. We also cover career development, résumé building and interviewing skills.”

As much as the students gain from Engel’s experience, “I get more out of them than they do out of me,” he admits. “Talking to the kids, regardless of the subject, having their attention and engaging them in interesting conversation is a great feeling. They are very fresh and have some excellent ideas.”

Although the students get a good dose of what it’s like working in the financial world, “Some of them don’t want to work on Wall Street,” Engel says. “This program is more about showing them the path to where we are, and that it’s possible for anyone to succeed. The most important thing they get out of this experience is the skill set that they can apply to most any career.”

For himself, Engel believes that being a TBL volunteer is a way to continue his personal path, both at work and in his community. “Professional development is not only for yourself and your career,” he contends. “At the end of the day, it’s about how you’re able to help others with the opportunities you are given.” That unselfish attitude is what gets him to school on time.

Andres Engel’s early-morning sessions with students from Manhattan Village Academy cover a variety of topics — but he says he gets more out of the experience than they do.

Search and rescue is a risky business, but this human-canine duo totally digs it

Finder’s Keeper

As if volunteer search and rescue wasn’t enough, Elena Lopez de Mesa recently became a Miami-Dade firefighter.

Lopez de Mesa calls it a game — is to sniff out the scent of a live, confined human, bark at it and then let rescuers dig the person out. “It’s a lifestyle,” she claims, alluding to her dogs’ constant obedience, agility and search training. “We go out to the Everglades at least five days a week and run on the dirt roads for an hour or two. They need to have the stamina to run, crawl and jump on every kind of uncomfortable surface you can imagine.”

The dogs’ ultimate goal — Lopez de Mesa calls it a game — is to sniff out the scent of a live, confined human, bark at it and then let rescuers dig the person out. Lopez de Mesa’s dog days aren’t all so serious. She’s the founder of the Totally Doggie day camp in Miami, where until recently she frolicked with Fidos for fun and profit. Her staff’s going to have to handle those duties from now on, however. “I’ve joined the Miami-Dade Fire Department as a firefighter,” Lopez de Mesa proudly announces. “I want to get paramedic training to enhance what I can do at disaster scenes.” As if her extreme volunteerism needs enhancement.
Special Agent
When not sleuthing for the feds, this crime stopper finds new ways to volunteer

If you’re an embezzler, insurance fraudster, inside trader or any other type of corporate crook, Kimberly Clark (BBA ’97) is busy looking for you. As hard as she works crunching numbers at her day job — she’s a financial analyst for the FBI’s White Collar Crime Section in New York City — Clark clocks endless hours afterward as a community service volunteer and leader.

On a freezing winter night she could be handing out hot soup to a shivering homeless man. On weekends you might find her shouting out bingo numbers at the Lenox Hill Senior Center or delivering meals to the homebound in Greenwich Village. Clark reads to children whose moms have just gotten out of jail and are living in transition homes. She grabs a broom and joins cleanup crews at Tompkins Square Park. “I like to do a little bit of everything,” she says when pondering her expansive comfort zone for volunteering. That’s right. She likes sweeping up garbage, playing with ex-cons’ kids and befriending people on the street. Social scientists who wonder if there is an altruism gene should spend a month studying Clark.

Growing up in Albion, N.Y., a small town between Buffalo and Rochester, she was a Girl Scout and a member of the 4-H Club. She was in student council in high school. “I didn’t do volunteer work until I came to the University of Miami,” she says, recalling visits with AIDS patients at Jackson Memorial Hospital and at-risk students at Troy Academy.

When Clark moved to Manhattan in 2005 from Miami — where she’d joined the Bureau and regularly signed up for community service though the Junior League — she discovered New York Cares, a nonprofit organization that matches thousands of volunteers to hundreds of charitable efforts. Before long, she upped her involvement ante by becoming a team leader, so also she manages projects and fellow volunteers.

“It’s a great opportunity to get leadership experience,” Clark says. Her dedication has been noticed. She recently received a letter from New York Cares thanking her for participating in more than 50 activities. She also received a letter from the President’s Council on Service and Civic Participation congratulating her on earning the 2006 President’s Volunteer Service Award. For her myriad efforts, FBI financial analyst Kimberly Clark earned the 2006 President’s Volunteer Service Award. But it’s not about awards, she says. It’s the “special feeling” she gets from volunteering that keeps her going.

Artist Grant
A quartet of alumni working for PricewaterhouseCoopers lends helping hands

Last year, PwC organized a nationwide program called “29K/30,” for which its 29,000 U.S. employees participated in a range of community service projects set up by local offices during the 30 days of June. In South Florida, PwC teamed up with Boys & Girls Clubs in Miami-Dade and Broward counties. Nearly 200 PwC partners, managers and staffers joined 400 children in a day of fun and games.

“We led the kids in activities like the 50-yard dash, sack races and dodge ball,” recalls Nicholas Ferraro (MSTX ’03), who works in personal financial services at the three South Florida offices of PricewaterhouseCoopers (PwC). “I was a chance to give back to the Miami community. This is where I live, and if I want to make it a better place, I have to start with myself.”

Ferraro’s PwC colleague Elizabeth Sama (BBA ’03, MSTX ’04) seconds that emotion. “Growing up in Miami, I became involved in community service in junior high school and learned the importance of giving back,” she says. “That’s still important for my career development and on a personal level.”

At the VA nursing home, Sama painted a resident’s door with a scene of a sailboat headed into the sunset. “I wouldn’t consider myself an artist,” she says, “but it came out well.” Judging from the smiles she and her fellow volunteers put on the veterans’ faces, it was smooth sailing all the way.
Business Cycle

He’s passing on what she hopes will get her to where he’s still going

I n the wheel of life, the School’s Mentor Program ideally comes full circle. The protégé, so positively affected by his or her experience, is compelled to become a mentor too. Such is the 360-degree route that’s brought Rishi Ramnarain (BBA ’05) together with Sarah Greyer, a junior accounting major. “I see mentoring as a cycle, and I’m just part of it,” Ramnarain says.

Ramnarain’s philosophy toward mentoring sprung from his first days in Miami. A native New Yorker, he moved to Miami to begin his sophomore year at UM. “I didn’t know a soul,” he confesses. “So I started school with an unsolicited goal of meeting as many people as I could and doing things unprompted.”

Ramnarain discovered the wisdom of networking, which taught him “what to look for in terms of jobs and who to talk to,” he says. “Actually, I got my job by networking. Through Alpha Kappa Psi [the School’s chapter of the national professional business fraternity], I met a recruiter who later hired me.” Ramnarain is a financial analyst at Goldman Sachs in Miami, where he actively networks, mentors students and is himself a protégé.

Joining the School’s Mentor Program in his junior year was a logical step. “It was the way to meet professionals and put into practice things that professors were teaching me,” he explains. “I was interested in tax, so I networked with a tax partner. When I did a finance internship, I networked with an executive at a trust company.”

Since he became a mentor at the School, Ramnarain has passed on his networking ways. He and Greyer meet once a month, and always on a Sunday because of her grueling schedule as a member of the UM rowing team. “He usually brings someone with him who has been through an experience that I’ve been through or can open my eyes to new experiences that will benefit me when I go out into the business world,” Greyer says. She’s learning important skills, too, such as résumé writing and interviewing. “Rishi is so willing to help me figure out what I want to do,” she adds.

Ramnarain doesn’t consider this type of giving back an obligation. “It’s a privilege,” he insists. “To be a sounding board, a hub and a spoke, to introduce students to others is something I’ll be happy to do for the next 40 years.” And so it goes.

Tackling Troubles

NFL quarterbacks wish this former Hurricane were as charitable to them

J onathan Vilma (BBA ’04) makes a living out of making quarterbacks’ lives miserable. After four stellar seasons as a middle linebacker for the University of Miami Hurricanes — including the 2001 NCAA national championship squad — the Coral Gables native was the first-round pick of the New York Jets in the National Football League’s 2004 draft. Vilma picked up where he left off, earning NFL Rookie of the Year honors in 2004.

While he’s continued pursuing passers and roughing up runners for the Jets’ defensive unit, Vilma has also made an impact off the field. “During my rookie season, I participated in several charitable projects through the NFL Players Association, such as delivering Thanksgiving turkeys to inner-city families,” says the 6’1”, 230-pounder. During the winter of 2005, “I teamed up with the Dade Community Foundation in Miami,” Vilma recalls. “Through them, I donate money to treat people in the city’s Haitian community who suffer from high blood pressure.”

Both of Vilma’s parents hail from Haiti, and several family members have battled high blood pressure. “The Foundation works with local charitable groups and events that deal with the chronic condition,” he says. “I’m able to say specifically where I want my contributions to go.” For those efforts he doesn’t expect cheers: “I don’t always have to be in the spotlight, saying, ‘Yeah, I gave money.’ Sometimes I like to do it quietly and give back when I can.”

Meanwhile, Vilma is involved in other charities and community service efforts. He recently filmed a TV commercial for the NFL and the United Way, drawing attention to the ongoing plight of Hurricane Katrina victims. Last summer, he was named to the national advisory board of the National Football Foundation & College Hall of Fame’s Play It Smart program, which supports high school football players in the classroom and their communities.

This summer, Vilma is sponsoring “Financial 51” (he wears jersey No. 51), a free, two-day financial-planning event in Miami. The first day, 50 NFL players will huddle with CNBC’s Fast Money host Dylan Ratigan and other experts to learn about managing their finances and contributing to charitable causes. The second day, many of those players will greet 150 local high schoolers to help teach financial literacy lessons about credit cards, bank accounts and more.

“Giving back to the Miami community is important to me because so many kids look up to athletes as role models,” Vilma says. “Showing how we help and care for other people will hopefully lead them in the same direction.” He should be so benevolent to quarterbacks.
New research by three of the School’s faculty members finds that hospitals can reduce costs and help the environment through better waste management

By Molly Rose Tecke • Photograph by Donna Victor

A Healthier Bottom Line

Hospitals may not be the first institutions that come to mind when you think about environmental activism. But with everything from single-use, disposable products to toxic materials and hazardous wastes coming out of the patient care stream, the health care industry does have a big impact on the environment. And the costs — both for the institution and for the planet — are on the minds of a growing number of hospital administrators.

“The industry needs to stop assuming that the issue is small,” says Olga Quintana, associate professor of accounting. “The emergence of such organizations as Hospitals for a Healthy Environment (H2E), Healthcare Without Harm and the Nightingale Association is bringing the issue out into the open. Hospitals, like other institutions, are under pressure to ‘go green.’”

Quintana has teamed up with Royce Burnett, assistant professor of accounting; and Jonathan West, professor of political science and director of the School’s Graduate Public Administration Program, to get a head on how health care administrators are addressing environmental issues, surveying C-level administrators in 131 institutions across Florida.

“Hospitals are a great setting for examining attitudes about environmental proactivity, because what they do has such a big impact on the environment,” says Burnett. “Environmental costs have been estimated to be as much as 17 percent of overhead costs, which traditionally are unanalyzed by management. Managing health care waste helps protect the environment and reduce costs. Not just day-to-day costs on the accounting ledger, but longer-range human costs.”

“We know too much about the connection between human health and the environment not to act,” adds Janet Brown, partner program coordinator for Lyme, N.H.-based H2E. “More hospitals are taking responsibility for the by-products of their work practices, because they realize that if they don’t, it undermines their mission. But it’s not universal. The good news about the health care industry does have a big impact on the environment. And the costs — both for the institution and for the planet — are on the minds of a growing number of hospital administrators.

“The ambiguity of a hospital’s roles as health care provider and cost manager in an era of limited resources has proven to be a very big stumbling block. ‘The key challenge is getting CFOs to recognize and appreciate the role they could play in advancing an environmental agenda by developing ways to track costs and link environmental regulations and legal issues to financial performance,’ West says. ‘Our results suggest that other key stakeholders envision a role for CFOs in environmental management that the CFOs themselves seem hesitant to assume.’

When Memorial Healthcare System, which has six hospitals in Florida’s Broward County, built Memorial Hospital Miramar in 2005, it used environmental best practices to construct a resource-efficient facility. It also introduced initiatives to reduce plastics and metal from the waste stream at its other five hospitals. “But I don’t know of any hospital system that is actually looking at the whole process of environmental activism in a holistic way,” says Pablo Perez-Arias (MBA ’05), Memorial’s director of budgeting and financial planning. “It’s important to gather data, because at some point you need a baseline. You need to know where you stand and where your opportunities are.”

That’s why Perez-Arias personally shepherded the UM survey through Memorial’s hospitals. “In any health care organization, there are two things you can do to help the patient,” he says. “You help them get better so they can return to their normal lives in the best shape possible; and you do what you can to keep them from getting sick again. That’s what this is all about. It’s about prevention, about keeping waste out of the environment that can potentially affect people’s health.”

THE CFO’S ENVIRONMENTAL ROLE

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On a perfect day in November, alumni and friends of the School of Business gathered to enjoy an afternoon of golf at Don Shula’s Golf Course and support the School’s 13th Annual Golf Tournament Scholarship endowment. The slightly overcast fall day began with golfers arriving throughout the morning for registration, practicing on the driving range, trying their hand at the putting contest, and enjoying lunches provided by John Olmo’s Master Host Caterers, which preceded the 12:30 shotgun start. They arrived back at the Perfect Season Banquet Room a few hours later in good form to enjoy a reception and dinner amid stories about their hooks, their slices, their birdies, their eagles — but no reports of a hole in one! There seemed to be a general consensus that the course was in excellent condition and that recent work on the back nine provided some new challenges for the golfers.

Following dinner, plaques of appreciation were presented to sponsors, along with awards to the team and contest winners. New names and faces were added to the winners’ circle this year. Norm Parsons, Sarah Phillips, Scott Phillips and Mike Webb made their sponsor, Chartwells Catering, proud by coming in first place and claiming the Dean’s Cup. Second place was determined by a scorecard playoff and won by The Foster Company of South Florida, whose players were Joe and Karen Scott and Jose and Ana Berenguer (MBA ’84). The other team in the scorecard playoff, coming in third place, included Dale Adamson, Mike Eastlack (BM ’90), Mark Frohnappel and John Kakalik, sponsored by Tech-Optics.

The evening wrapped up with the ever-popular tournament raffle drawing and special thanks to all who had contributed to the success of this event.
**Presenting Sponsor Teams**

- **BERMELLO AJAMIL & PARTNERS** (from left) Bernie Horovitz, Joe Bagierek (MBA expected May 2007), Eddy Lopez and Joe Folino. Inset: Bernie Horovitz with the sponsor’s plaque of appreciation.

- **MCDONALD’S CORP.** (from left) Ralph Alvarez (BBA ’76), Dean Myers (BBA ’80, MBA ’81), Julian Rodriguez and Candido Rodriguez (BBA ’77, MBA ’89). Inset: Ralph Alvarez with the sponsor’s plaque of appreciation.

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- **STRAIGHTEST DRIVE and LADIES’ LONGEST DRIVE** Ana Berenguer
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Humberto Calzada, BSIE ’66, MBA ’68

ARTIST, MIAMI

BRINGING MEMORIES TO CANVAS

With every stroke of his brush, Humberto Calzada captures a bygone era. He unique style — part realistic, part surrealistic, and rich in symbolism — skillfully brings architecture and nature together. A master at bringing what is hidden in the light, the Cuban-born Calzada seeks to retrieve memories of a homeland that he has not seen in 47 years.

As a boy in Havana, Calzada dreamed of becoming an architect. That changed when his family fled Cuba in 1960. “My life went from dreams to destitute,” he says. Years later, when he entered the University of Miami, “I had no career direction. At 18, my only interest was to study and get ahead. Doing what I loved wasn’t an option.” Fortunately for Calzada, and for the world, that would one day change. After earning a degree in industrial engineering and an MBA in finance, he went to work for IBM. “I couldn’t connect to corporate culture, or to wearing ties and putting on smoke clocks,” he recalls. “After three years, I decided to leave IBM and teach mechanical drawing at Miami-Dade Community College while obtaining my contractor’s license.”

Calzada might have had a lucrative building career had he not sauntered into a neighborhood dime store and noticed a palette of watercolors. On a whim, he purchased a tin of paints, set up an easel in the backyard and began teaching himself how to paint. “Painting was a pleasurable Sunday pastime, something I did to relax. I had no professional aspirations,” admits Calzada. But he amazed an astonishing array of paintings in a few short months. In 1975, at the behest of a friend, he exhibited his first collection at the Baccarat Gallery, to rave reviews.

Five years later, in 1980, at the behest of another friend, Calzada was invited to exhibit his work at the Bacardi Gallery in Puerto Rico. “I wasn’t an option.” Fortunately for Calzada, and for the world, that would one day change. After earning a degree in industrial engineering and an MBA in finance, he went to work for IBM. “I couldn’t connect to corporate culture, or to wearing ties and putting on smoke clocks,” he recalls. “After three years, I decided to leave IBM and teach mechanical drawing at Miami-Dade Community College while obtaining my contractor’s license.”

Calzada’s artistic pilgrimage ultimately pays homage to his UM training. The shuttered windows, terraced sundeck houses and blushing tropical foliage all begin with sketches and are rendered with an engineer’s precision. As for his MBA, well, with success comes money. “Then,” he laughs, “you had better know something about the business side of being an artist.” — Stephanie Levit

© Alina Altman

Lloyd A. Straits, BBA ’65
RETIRED, FLORENCE, MONTANA

BANKING ON THE NEXT GENERATION

As an UM undergraduate, Lloyd Straits wanted to be a banker. He got his wish, albeit not at a bank.

Last year, Straits retired as assistant treasurer after 30 years with Northrop Grumman, the third-largest aerospace/defense company in the U.S. “My responsibilities over the years covered a broad range of disciplines within the finance and treasury world,” he says, including treasury systems efficiency, export credit financing, cash flow process improvements, short-term borrowings, short-term cash investments, treasury forecasting, working capital improvements, debt reduction activities, interest rate and foreign exchange hedging, management of banking relations and bank guarantees to support foreign contracts. I enjoyed treasury management because you’re involved with and expected to develop expertise in so many disciplines and financial processes.”

Straits’ family settled in Fort Lauderdale in 1948. “My parents were in their late 60s when I started college,” he says. “As a boy in Havana, Calzada dreamed of becoming an architect. That changed when his family fled Cuba in 1960. “My life went from dreams to destitute,” he says. Years later, when he entered the University of Miami, “I had no career direction. At 18, my only interest was to study and get ahead. Doing what I loved wasn’t an option.” Fortunately for Calzada, and for the world, that would one day change. After earning a degree in industrial engineering and an MBA in finance, he went to work for IBM. “I couldn’t connect to corporate culture, or to wearing ties and putting on smoke clocks,” he recalls. “After three years, I decided to leave IBM and teach mechanical drawing at Miami-Dade Community College while obtaining my contractor’s license.”

Calzada might have had a lucrative building career had he not sauntered into a neighborhood dime store and noticed a palette of watercolors. On a whim, he purchased a tin of paints, set up an easel in the backyard and began teaching himself how to paint. “Painting was a pleasurable Sunday pastime, something I did to relax. I had no professional aspirations,” admits Calzada. But he amazed an astonishing array of paintings in a few short months. In 1975, at the behest of a friend, he exhibited his first collection at the Baccarat Gallery, to rave reviews.

Five years later, in 1980, at the behest of another friend, Calzada was invited to exhibit his work at the Bacardi Gallery in Puerto Rico. “I wasn’t an option.” Fortunately for Calzada, and for the world, that would one day change. After earning a degree in industrial engineering and an MBA in finance, he went to work for IBM. “I couldn’t connect to corporate culture, or to wearing ties and putting on smoke clocks,” he recalls. “After three years, I decided to leave IBM and teach mechanical drawing at Miami-Dade Community College while obtaining my contractor’s license.”

Calzada’s artistic pilgrimage ultimately pays homage to his UM training. The shuttered windows, terraced sundeck houses and blushing tropical foliage all begin with sketches and are rendered with an engineer’s precision. As for his MBA, well, with success comes money. “Then,” he laughs, “you had better know something about the business side of being an artist.” — Stephanie Levit

50s

CLYDE JOHN AIGNER (BBA ’54) is retired and lives in Oak Brook, Ill. He enjoys golf, travel and collecting baseball memorabilia.

JAMES W. BRITNEY (BBA ’56) is the retired owner of several small businesses and now enjoys gardening and writing. He traveled via air for 18 months after retiring and has settled in Woodland, Wash. He and his wife have four children and eight grandchildren.

JOHN J. BRUNETTI (BS ’51, MBA ’55) is a retired financial analyst in New York City. He divides his time between Nantucket, Is, and Naples, Fla.

JAMES H. WILSON (BS ’51) has been recognized as a Distinguished Accredited Estate Planner by the National Association of Estate Planners & Councils. He lives in Bradenton, Tenn.

60s

MICHAEL Z. BREIDAN (BBA ’60) is CEO of FCBI in Homestead, Fla. He was inducted into the National Ethics Board in 2008 and makes his home in Miami.

RICHARD A. CALARMINO (BBA ’60) is a senior loan consultant at Washington Mutual Bank in Rochester, Mass. He lives in Henderson, Nev.

KENNETH CHEMMERVILLE (BBA ’65) is enrolled as a commercial sales manager for American Airlines and lives in Rochester Hills, Mich. He is an expert on the Titanic, which he has researched for more than 50 years, and frequently speak on the subject.

DAVID C. CHRISTOPHER (BBA ’63) has retired after 42 years in the travel and transportation industry. He spent the past 15 years as senior vice president for passenger services at Costa Cruise Lines, a division of Carnival Corp. He lives in Pembroke Pines, Fla.

RICHARD H. ENZINGER (BBA ’64) has been a first vice president at Smith Barney for the past 38 years. He lives in La Quinta, Calif.

KENNETH OEDERMANN (BBA ’64) is the producer of Love You Because, an off-Broadway production that recently started a production company and has produced several plays and short movies from his original writings.

VICTOR THRETT (MBA ’62) is retired and living in Miami. He has been a D for parties and ballroom dances for 24 years and can often be found at the U.S. Dance Miami chapter at South Miami Lutheran Church.
Robert van der Merwe, BBA ’75

WORLD TRAVELER

In 1972, Rob van der Merwe arrived at UM from his home in South Africa on a swimming scholarship to work under “a fantastic man,” then-coach Bill Diaz. By his own account, he was young and green, and when a UM employee said, “Buenos dias,” van der Merwe answered, “I don’t know, I haven’t seen him.” He thought she was talking about the coach.

A four-year All-American freestyler on the swim team, van der Merwe observes: “It was a great education, I had the opportunity to swim with and against the best in the world, and we traveled frequently across the U.S. and the Caribbean. As a result, I gained a real love of traveling and meeting different people.”

Today, van der Merwe is still able to indulge that love through his job at Paxar, now an almost $1 billion public company that provides identification solutions to the apparel industry; in January, the president and CEO took on the additional role of chairman of the board. “We’re in 40 countries, and it’s a very global, fast-paced business,” he says.

Leaving UM with a marketing degree, he worked his way up through Colgate-Palmolive, Kimberly-Clark and Xerox, where he headed that country’s South African operations — right when U.S. apartheid sanctions were making the job a real challenge. “We had to find diverse ways of sourcing technology from around the world indirectly,” he recalls. It was a rough period, but when U.S. anti-apartheid sanctions were later lifted in 1993, the business — and a great many jobs — were still there. From Xerox, van der Merwe went around the world indirectly,” he recalls. It was a rough period, but when U.S. anti-apartheid sanctions were later lifted in 1993, the business — and a great many jobs — were still there. From Xerox, van der Merwe went back to Kimberly-Clark, where he eventually ran the company’s multibillion-dollar North American Kleenex tissue business, eventually coming to Paxar.

“In my career, I’ve always drawn on my experience at the university,” van der Merwe says. In particular, he says that UM gave him an appreciation of diversity, both through its varied student body and the fact that he was in classes in which he had students from all over the world. “I swam with a very diverse team, and I thoroughly enjoyed it. And in businesses where I’ve found a lack of diversity and introduced it, I’ve been able to deliver better results.”

“As a young South African coming to America for the first time, I was exposed to so much at Miami,” he says. “I’ve been traveling ever since — I never stopped. I just said to my wife the other day that at some point I’m going to hang up my wings. But not yet.”

— Peter Haupmann

1990s

ROBERT BAKKIN (BBA ’90) is president of Akesa, a luxury hotels and communications agency in Bethesda, Md.

ANWAL MUHSENDIO BUTF (BBA ’94) is the manager of a 2,000-student school in Lahore, Pakistan. He also manages real estate in Pakistan. He is a honorary member of the advisory committee of Half Way Home, a government institution that takes care of disabled mentally ill patients. He lives in Lahore, Pakistan.

HILDA BELTRAN (BBA ’98, MBA ’01) is a product development manager for Aspect Medical Systems in Piscataway, N.J. She was recently married and relocated to Boston.

SHERDINK J. BOREN (BBA ’95) is the CEO of St. Christopher Hospital, a part of the Mercy Medical Center in Miami. It is a long-term acute-care hospital that focuses on meeting the needs of ventilator-dependent and acutely ill patients. He continues to work in a PhD program at UM. He lives in Miami.

FRANK DIAZ (BBA ’98) is president of Archipelago Mortgage in Miami Lakes, Fla., where he also lives.

Michael Finkelstein, BBA ’81

FAMILY MAN

Michael Finkelstein is the ultimate family man. He worked in his family’s food-brokering business for more than 20 years. Even his college years were a family affair — his mother, Julia (BBA ’92), at UM, and their son Andrew is in his freshman year.

“Finkelstein majored in marketing and general business at UM, but before joining his dad’s company, he decided to get a real-world experience, so he spent two years managing food breaks on the East Coast for Georgia-Pacific. After that, he felt he was ready.

Five years later, the pair sold the business for the first time for four times. “My father had health issues, the market was changing, and we wanted to become a regional broker,” Finkelstein explains. With each sale, the now owner asked him to stay on, so over the years he served in a variety of management positions, including vice president, senior vice president and group vice president, and handled everything from budgets to HR.

“When we became a regional broker in the mid-Atlantic, I was in charge of developing the health and beauty and general merchandise division,” he says. “We didn’t have that division when I started out.”

Two years ago, when the fourth owner took the company, Finkelstein decided to try something new. He turned to long-time friend John Kluge for advice. Kluge, who was once ranked by Forbes as the richest man in the United States, suggested he purchase Laundromat business.

Today, Finkelstein is one of the country’s largest Laundromat operators, with more than 100 stores in Virginia and North Carolina. “Everything I learned in my brokerage career has helped in my new venture,” he says. “We spent the last year and a half closing stores, consolidating and remodeling, and we plan to remodel about 70 more Laundromats by summer.”

Of course, life is not just about work. This father of two has been a runner since the age of 15. He’s an avid fisherman who also skis and plays tennis. If he’s not playing sports, he’s watching them, particularly the Baltimore Ravens and, of course, the Hurricanes.

“it was a super place for me,” Finkelstein says of UM, where he was involved with the student entertainment committee and acted in Zaza. Bern. The gymnasts (Andrew is also a member). He vividly recalls working on an ad campaign assignment for a professor who owned an agency and taught marketing at night.

“We did a lot of assignments that were fun and applicable to postcollege life,” he says. “UM prepared me in a very good way for my job experience. It was the springboard that launched my career.”
Michael Alfred Munnings, MBA ’83
RETIRED

Michael Angelo Munnings, MBA ’06
SENIOR MANAGER, CREDIT SOLUTIONS, SCOTIABANK, NASSAU, BAHAMAS
LIKE FATHER, LIKE SON
Their résumés both list an avid interest in chess, tennis, music and reading. Their résumés both present impressive backgrounds in the world of finance. They even share the same first name and birthday.

“IT was my goal to be like him,” says Michael Angelo “Mike” Munnings. “Since childhood I have wanted to walk in my father’s footsteps after seeing him complete his degree with UM.”

“I felt it was my destiny to get an MBA from a prestigious university like the University of Miami was the clincher.”

CHRISTOPHER SHASHATY
BUSINESSMIAMI
WINTER 2007

CARLOS F. GARCIA, BBA ’92
PARTNER, GOLDSCHTEIDER PRICE
LUCAS HORWITZ & CO., P.A., CORAL GABLES
BUSY-NESS MAN
Carlos Garcia has always been good at math. But that hardly explains how he’s able to cram what seems like 48 hours of activities into a 24-hour day. A partner with the Miami accounting firm of Goldschneider Schecter Price Lucas Horwitz & Co.—in 2005, at the age of 33, he was named partner, one of the firm’s youngest—Garcia serves on the boards of seven heavy-duty organizations (from the Kwanzaa Club of Little Havana to the Great Florida Bank), “is involved” with a bunch of others, teaches at the School of Business and, in his “spare time,” coaches his 4-year-old daughter’s soccer team.

Garcia’s off-hours attention is currently focused on New Orleans, which he and his wife, Tammy, visited for the first time in January 2005. They loved the city and, almost on a whim, made a bid on a home near the French Quarter. The closing took place in March, five months before Hurricane Katrina hit. Their vacation home was spared, but Garcia felt obligated to help his neighbors. He had the perfect vehicle: Carnaval on the Mile, a three-day “jazz-masquerade art” festival in Coral Gables which he has chaired for the past three years and which annually raises more than $50,000 for the Hispanic community. Last year, the festival raised more than $10,000 to buy musical instruments for kids in New Orleans. This year’s event, which ran March 2-4, brought more than 150,000 people to Miracle Mile and featured four bands from New Orleans: Dr. John and the Lower 911, Rebirth Brass Band, Soul Rebels Brass Band and Hot 8 Brass Band.

Following his graduation from UM, Garcia spent six years at Deloitte & Touche. From 1999 to 2001, he served as vice president of finance at Innovation Technologies, a high-tech startup. After a brief stint with an outsourcing firm he founded and then sold, he returned to public accounting with his current firm. Garcia is a member of the Miami Hurricane Club, a season-ticket holder for the football and men’s basketball programs, and an adjunct professor since 1999 in the School’s Accounting Department. His takeaway memories from college center on classes with then-department chair Paul Muntner, who had the habit of getting students involved. “I’m very proud to be a part of the faculty at the University,” says Garcia, “and I try to teach the way Muntner did.”

— Lawrence A. Armentrout

2000s
DAVID ABRAMS (BBA ’15) is an underwriter with AonSmith in Birmingham, Ala., where he also lives.
ENRICO ACOSTA (BBA ’15) is president of Radiolink Dental Services in Miami, where he also lives.
STEPHAN BAKER (BBA ’00) runs his own plastic surgery practice, Stephan Baker M.B., B.S.C., F.A.C.S, in Westfield, N.J.
JOHN PATRICK BARAN (BBA ’04) is currently living in Dublin.
LAUREN BAUM (BBA ’15) works in advertising sales for MTV Networks’ VH1 in New York City. She is also pursuing a master’s degree in sports business marketing and law.
JASON M. BECK (BBA ’05) is a marketing associate with Constellation NewEnergy in Chicago. He lives in Lyons, Ill.
ALEXIA BORKOVA (BBA ’15) is a marketing director for Schoolie Ventures, a lakeside condominium project in Austin, Texas.
JOHN CUEVAS (MBA ’12) is a product manager at the National Society of Hispanic MBAs in Miami. He also manages export operations for the Astron Co., handling client operations primarily in Latin America and the Caribbean. He lives in Miami.
KIRKYN J. COLLIER (MBA ’04) is supervisor for the Bahamas Telecommunications Company in Nassau, where he also lives.
DANIELA DAIQUEA (BBA ’02) is a product manager with Miami Direct in Dorado. She lives in Miami.
MARC DE LANGHEN (BBA ’02) is working for Cisco Banking Corp. in Curacao, Netherlands Antilles.
DANIEL R. DONNAHEIM (MBA ’03) is director general of Condor Telekom in Mexico City.
JOHN L. EWINS (MBA ’10) is vice president, Florida sales, Investment Advisor Channel at American Century Investment Services in West Palm Beach, FL, where he also lives. He recently published a book, The Facekit: A Genius Persuasion System, which teaches readers how to increase sales.
VINCENT DeW MOHAN (BBA ’00) is a product manager at Lockheed Martin in Doral, FL. He lives in West Palm Beach, FL.
FRANCISCO J. JARAMILLO (MBA ’04) is an account manager for Office Depot Inc., in Columbia, MD, managing accounts totaling more than $7.5 million. He lives in Alys Beach, FL.
KAMAL JETTA-NOMOLI (MBA ’01) is currently living in Orlando, FL, where he also lives.
LUCA MARSEGLIA (MBA ’10) is managing director at DRKN in Dresden, Germany, where he lives.
DERICK SCHAEFER (BBA ’05) is a product manager at Lockheed Martin in Oldsmar, FL. He lives in Tampa, FL.
PAUL MORRIS/GPA

PAUL MORRIS/GPA

PAUL MORRIS/GPA

PAUL MORRIS/GPA

PAUL MORRIS/GPA
BRINGING ORDER TO CHAOS
Gloria Romero Roses’ love of real estate began at the age of 16, when she landed a part-time job in the lawn division of a property management firm. By the time she received her MBA, there was no turning back. “To literally learn the business from the ground up, I began working with a small nonprofit real estate developer,” says Roses. “It was an eye-opening experience to see people with good intentions struggle with the obstacles involved in financing and building affordable housing projects without the right tools.”

Roses joined Atlantic Gulf Communities in 1997 as a financial analyst. Before long, she was traveling across Florida, Texas and Colorado managing the financial business plans for large-scale land development projects. When traveling became problematic after her daughter was born, she moved to The Related Companies in Chicago.

“My first client was Related. As director of communications and community relations, Roses de- 
veloped programs that make a difference in employees’ lives and in the communities where they live and work.”

“I’ve gone from developing buildings to developing an organization’s connection to its employees and its community. It’s a great opportunity for me to apply my skills to make a difference,” says Roses. She partic- 
ularly credits a course on strategic planning taught by Management Professor William Werther with shaping her path. “Bringing order to chaos demands strong strategic critical thinking and planning skills,” she says. “That course helped me identify my talent and compel me to hone it.”

The mission of the University of Miami School of Business is to provide an environment in which the creation and dissemination of business knowledge can flourish.

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OBITUARIES
JOSÉ EDUARDO ROMANO LIMA (BBA ’65) passed away January 25, 2007. Born in Havana, he had a 32- 
year career with BellSouth. He lived in Miami.

FREDERICK NIEBUHR (BBA ’64) passed away January 19, 2007. Born in Havana, he had a 32- 
year career with BellSouth. He lived in Miami.

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DO YOU HAVE NEWS that you would like to share with your friends and classmates? Email us at alumni@business.miami.edu or, if you prefer, fax it to us at (305) 284-1569.