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### Paul Post, Summer 2017: Real World Learning

Peter T. Paul College of Business and Economics

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# PAUL POST

PETER T. PAUL COLLEGE OF BUSINESS AND ECONOMICS | PAULCOLLEGE.UNH.EDU | SUMMER 2017



**F**or the past two years Paul College has prioritized strengthening experiential, or applied, learning for our students. With this focus we have broadened opportunities for

them to engage with alumni and other business professionals to learn about a range of industries and career paths, as well as connect their knowledge and skills more concretely to the “real world.”

In 2015-2016, we had more than 720 alumni and other professionals from outside UNH engage with students through competitions, symposia, student organization events, consulting projects, mentoring programs, class visits and advisory boards. Total documented student interactions was well over 5,000. These numbers speak volumes to the commitment of our alumni to our students and their success. We have done even more with our engagement through research and practice, including the convening and advisory work with the Center for Family Business and the Small Business Development Center.

This type of engagement deepens students’ learning, broadens their perspectives, and helps them find their passion. It keeps faculty, staff and students current with business and economic trends, opportunities and challenges. It enables us to make positive contributions to businesses and the economy in N.H., the region and beyond. In this Paul Post, we share some of the powerful ways in which we are engaging our alumni and they, in turn, are supporting our students.

—Dean Deborah Merrill-Sands

## Q&A with Kevin Knarr '91

**Kevin Knarr '91**, chief operating officer of UnitedHealthcare Employer and Individual, part of the Fortune 500 UnitedHealth Group, understands the importance of giving back to his alma mater. In addition to supporting the building of Paul College and endowing two student scholarships, Knarr has given his time to the college in a variety of ways. In 2010, Knarr was a featured speaker at the former Whittemore School of Business and Economics Homecoming celebrations. Since 2011, he has served on the dean’s advisory board as a trusted advisor to Dean Dan Innis and Dean Deborah Merrill-Sands, in addition to mentoring students and serving on various committees in the college. He was also recently invited to join the UNH Foundation Board, a prestigious honor reserved for the most committed donors to the university. We caught up with Knarr, who resides in Washington, D.C., to find out what motivates him to stay so connected to the college.



### **Talk a little bit about your role on the dean’s advisory board.**

I’ve participated on the board for the better part of six years, and I would say that the board, and my role, have evolved substantially over that time. What began as a forum to hear “report-outs” from the (at the time) WSBE administration has matured over time to a really productive environment of give and take, where board members are actively engaged in helping to advise on strategies and tactics, helping to shape the Paul College agenda. I credit Dean Merrill-Sands with being very open to engendering constructive discussion that leads to better solutions. One of my specific responsibilities in the coming year will be to lead the Business Engagement Committee, in an effort to expand the universe of opportunities for both internships and careers. We will do this by opening more formal lines of communication with New England employers, whether or not they are headquartered in New England.

*continued on next page*

**Are there other ways you stay engaged with the college? Why do you like to be involved with the college as an alumnus?**

I try to take advantage of every opportunity to engage, especially when there are opportunities to interact directly with students, which is where I believe we have the greatest impact. I act as a formal mentor to students each year, I've taught "Intro to Business" as a guest lecturer, and I've helped evaluate candidates for the Internship Opportunity Fund. Each of these activities has given me unique insights into the student perspective, allowing me to draw on my own experiences to help counsel in a meaningful way. I feel I always come away richer for the experience. More broadly, I remain an avid fan and season ticket holder for UNH football and hockey, through thick and thin!

**Is there an example of a particular student you have been able to work with or feel you've had an impact on during your time as an alumnus?**

I wouldn't want to narrow it down to one student—I'd like to think that participating broadly over the years has allowed me to have an impact on several students. For instance, I was able to draw on my network to help a graduate from 2016 to make a connection to a senior partner at the global audit and tax firm where she would be working, enabling her with a female mentor in support of learning how to balance career and life matters as she entered the workplace. I have been working with a 2017 graduate to help him better understand what to expect as he enters the management consulting workforce. Having endowed a scholarship for a student that matriculates from my high school, Bishop Guertin, each year, as well as a second scholarship for academic excellence, I am always pleased to get the chance to help offset the ever-increasing cost of higher education. Having the opportunity to meet these recipients also highlights for me the very direct impact our alumni can have.

**Was there a UNH professor who made an impact on your career?**

I would probably have to say (associate professor emerita) Rita Weathersby, who taught organizational behavior. After burying myself in the abstractions of my degree in economics, I began to dive into business administration courses toward the back end of my academic career. She was the first professor who was really able to bring the realities of the workplace environment to light for me, and gave me the confidence that the management consulting route was very much aligned with my career desires. It is fun to walk the halls at Paul College and see some of my professors still very engaged and passionate about their work. Getting to meet with (longtime economics faculty member and current associate dean of academic programs) Neil Niman in the context of a board meeting was a real treat for me. And one of these days, I look forward to revisiting the 1990-era in-class



Armand Francouer '65 COLA, Kay Ruma '65 COLA, Colin Kelley '12, and Kevin '91 and Emily Knarr at a UNH hockey game.

debates on globalization with (associate professor of economic development) Marc Herold, now that I'm armed with 26 years of actual experience!

**Do you have any advice for other alumni who are interested in getting involved with the college?**

It's not just about financial participation. When I gave my first gift in support of the new building back in 2010, I made it clear that I wanted to have an impact over and above opening the checkbook. What I found was an incredibly receptive administration, looking for people to get involved in meaningful ways. There were so many ways to get engaged, and I was able to modulate my participation, from the outset, such that I could balance it with my workplace and family realities. I would recommend to all alumni to dip a toe in the water of involvement. I also find that the financial aspects of giving back are even more meaningful as you see the tangible impacts you are having on the lives of the students. You feel those impacts as you get involved in nonfinancial ways as well.

**Do you have a favorite UNH memory from your time as a student or an alumnus?**

Too many to count! Four years of great times at Sigma Alpha Epsilon; playing with my band, Mosquitos Don't Drive, at places like Nick's, Glory Daze, Benjamin's, and the Stone Church; hockey games at Lively Snively; road trips to Schneider, Conte, and Mathews; and racing with the cycling team. And I guess some school work here and there, though I wish I had the opportunity to take classes in the new Paul College building! As an alumnus, my biggest highlight has been introducing my Alabama-born, Auburn-grad wife, Emily, to the basics of hockey!

—Whittney Gould



# Center for Family Business keeps UNH alumni businesses running

**F**amily-owned businesses make up more than 85 percent of all businesses in New Hampshire and account for 66 percent of the workforce, often creating the most new jobs. Family-owned businesses often provide a higher standard of living for the families that own them, and they are great for the economy.

Many of those New Hampshire family businesses are owned or operated by UNH alumni, and keeping them afloat for generations isn't easy. From incorporating family dynamics into the business—including internal conflict, communication, sibling rivalry, and sharing power and control—to planning for the next generation, running a family business can be as tough as it is rewarding.

Luckily for UNH alumni and all others who own and operate family businesses in New Hampshire, there's a resource on campus that understands their unique challenges: Paul College's Center for Family Business.

"Nationally, two-thirds of successful first-generation businesses don't survive to the second generation, and fewer than 15 percent survive to the third generation," said Barbara Draper, director of the center.

That's where the Center for Family Business comes in. The center offers events with programming focused on family-business issues, resources to help resolve those issues, and opportunities to network with other family businesses, with a goal of helping family businesses continue year after year, and be passed from generation to generation.

The center's members reflect businesses in all states of this process, from a 130-year-old personal protective equipment manufacturer to a first-generation hospitality startup, but the

center's programming offers something for them all.

"With the Center for Family Business, you've got such a diversity of businesses that you can connect with, and even though you are different, you've got a lot of similar challenges, yet coming from a different perspective as well," said **Henry Huntington '80**, owner of Pleasant View Gardens, a wholesale landscape business in Loudon. "This is probably the best place that we've found to interact with businesses outside our industry."

Huntington's business, Pleasant View Gardens, is currently co-owned by Henry and his brother **Jeff Huntington '76**. The CFB's succession planning resources have been helpful to them as they prepare for transition to the "cousins consortium" level of the business, with both Henry's and Jeff's children planning to take over the business when the brothers retire.

"We're currently going through the transition from the second generation to the third generation," said Jon Huntington, Henry's son and shipping manager for Pleasant View Gardens. "The center has put us in contact with consultants and other resources that brought other families through those transitions. As we go through our transition, it's very helpful to see how others have done that or gone through that as well. And they don't just give us access to resources from New Hampshire, but from all over the country, brought to New Hampshire."

One recent event featured **Shawn Gorman '89**, chairman of the board for L.L. Bean, as the speaker. The topic? His family's role in governance for L.L. Bean's recent CEO transition.



Jon Huntington, **Andy Huntington '08**, and **Henry Huntington '80** of Pleasant View Gardens pose for a family photo at the Center for Family Business/CEO Forum Combined Annual Meeting. Credit Perry Smith

Gorman shared stories of changes to the company's board and the creation of a family council for L. L. Bean, including communicating company changes to members of his own family, something the members in the room could relate to.

"I had to tell three of my older siblings they were no longer on the board," Gorman said. Heads nodded across the room at his statement.

Talks like Gorman's are incredibly helpful to the center's members, including its oldest family-run business, 130-year-old Globe Manufacturing Company in Pittsfield.

"We're fourth generation, so transition planning is always top of mind," said **Don Welch '79**, president of the manufacturer of personal protective equipment for firefighters.

But the most helpful resource the center offers might be its connections.

"Networking with other family businesses in our local area has been great," said **Peggy Ames '94** of Ames Farm Inn in Gilford.

She wasn't alone in this answer. Ben Huntington, yard manager for Pleasant View Gardens, agrees. "You get personal connections with people, so you can really pick people's brains about your specific challenges," he said.

To learn more about the Center for Family Business, visit **familybusiness.unh.edu**.

—Whittney Gould

# Alumni and Paul College partner to provide internship sites with a social mission



Mike Bullard (far right) with ROC NH interns, from left Nyomi Guzman, Eileen (Sipple) Merrigan, **Kris Roller**, Madison Lightfoot, and **Zach Howard**.

**U**NH's Social Innovation Internship provides a great way for students to gain experience working for businesses that involve a social mission. The program is also a meaningful way for UNH alumni to engage with their alma mater.

The program, administered through UNH's Center for Social Innovation and Enterprise, started in 2011 to help students gain experience with employers that integrate social innovation into their company mission and strategy. The center is a joint venture of the Peter T. Paul College of Business and Economics and the Carsey School of Public Policy.

Economics alumnus **Paul Bradley '86**, president of ROC USA, which helps homeowners in manufactured home communities buy their communities as co-ops, has been involved with the Social Innovation Internship program since its inception.

"ROC USA was an early adopter, eager to engage UNH students in our social venture's mission," he said.

ROC USA, and its local partner, ROC NH/The New Hampshire Community Loan Fund, have hosted interns to help conduct research, raise funds, market their projects, and develop tools and templates.

"It's been a win/win in each case," said Bradley.

**Alison Pyott '92**, a hospitality management graduate, has worked with UNH Career and Professional Services to hire students at all of her workplaces. Now, as a wealth manager with Veris Wealth Partners, a pioneer in the sustainable investment field, hiring UNH student interns through the Social Innovation Internship has been a great fit.

"Our founding partners and employees have long believed in the power of business to create social and environmental change," she said.

Because of Veris's commitment to sustainability, Pyott's Social Innovation interns have concentrated their efforts on this topic. The students have worked on the company's annual carbon footprint and offset, assessed the company's overall sustainability, and evaluated and implemented ways to increase sustainability.

"The Social Innovation Internship program provides additional benefits, as the program attracts highly qualified candidates, assists with intern searches and hiring, and provides a cohort training program that augments the host companies' activities," Pyott said.

"UNH has made it a low-burden, high-return program for employers. I think it's essential that NH-based employers engage students in meaningful internships that inspire," Bradley said.

"I've thoroughly enjoyed the work I've done with ROC NH at the New



“UNH has made it a low-burden, high-return program for employers. I think its essential that NH-based employers engage students in meaningful internships that inspire.”

Hampshire Community Loan Fund,” said **Conor McFarland '17**, who participated in the program during the summer of 2016. “The New Hampshire Community Loan Fund is a Community Development Financial Institution (CDFI). After working for a CDFI, I’ve started to care more about affordable housing, community facilities, and technological literacy initiatives.”

After McFarland’s summer internship at ROC NH and the New Hampshire Community Loan Fund, he was offered part-time work with the New Hampshire Community Loan Fund, and has recently accepted a full-time employment offer with the organization after graduation.

In addition to providing meaningful internship experiences for students, the program has also led to the creation of the New Hampshire Social Venture Innovation Challenge, an annual competition featuring student entrepreneurs with social missions, and UNH’s student chapter of Net Impact, a nationwide nonprofit dedicated to solving social challenges, protecting the environment, and orienting products and businesses toward the greater good.

Interested in hosting Social Innovation interns at your company? Visit [unh.edu/social-innovation/internship/hosts](http://unh.edu/social-innovation/internship/hosts) for more information.

—Whittney Gould

## UNH alumni return to campus to mentor students in DataJam

**H**allory Haley '06 '16G loved working with students at her alma mater as part of her job as manager of Liberty Mutual’s campus recruiting team. So when the idea was pitched for Liberty Mutual to host a data jam at UNH in the fall of 2015, Haley was excited to help plan it.

“I love getting back on campus!” she said. “It’s great to see all of the change that’s happened to the university over the years, and the students continue to impress me with their involvement and interest in getting internships earlier and earlier in their college career.”

Haley worked with her Liberty Mutual colleagues Matt Keane, director of enterprise technology services, and **Justin Millette '16**, then an intern with the company, and faculty and staff from Paul College’s decision sciences department to plan the first UNH DataJam with Liberty Mutual. The event was a success, and is an annual event, now held in the spring.

The event is a mutually beneficial experience for students and Liberty Mutual, according to Keane.

“During the DataJam, students are working with real data, solving real business questions that we have in insurance,” said Keane. “On the other side, if students can enter the workforce with these skills, versus learning these skills on day one in the workforce, it kind of gives them a sense of what’s expected in a Fortune 100 company.”

This year, six Paul College alumni including Haley and Millette gave their time to students participating in DataJam. Haley’s campus recruiting colleague **Natalie Landry '13** helped to coordinate this year’s event, and Haley and Landry spoke to students about how their skills translate to the insurance industry and gave them information on opportunities available at Liberty Mutual.

“We thought it would be a great way to engage the UNH students to get more of an understanding about the insurance industry and why a career in insurance would be interesting,” she said.

Millette presented on his experiences as a Liberty Mutual intern (and now full-time employee) helping to design the first DataJam. **Anthony Savani '12** built upon Millette’s groundwork and pulled together a real data set for students to work on this year, remaining on hand during the event for student questions. **Michele Elliott '98** and **Lai Lai Jenkins '08** served as industry mentors for student teams, guiding them through the challenges of DataJam.

“Working with industry allows students to apply the knowledge that they gain in the classroom to real-world problems,” said Haley. “The employees who acted as mentors to the students were able to talk to them about how they use the tools in their day-to-day work, and I’m sure that helped students to see if this is a career they might pursue in the future.”

—Whittney Gould



Front row, l-r: Dean Deborah Merrill-Sands, **Lai Lai Jenkins '08**, **Natalie Landry '13**, **Hallory Haley '06 '16G**. Back row, l-r: **Anthony Savani '12**, **Michele Elliott '98**, Decision Sciences chair Roger Grinde, and Decision Sciences faculty member Jing Wang.

# Marketing for the real world

**P**aul College prides itself on providing its students with an education that prepares them for the workforce. One class—the senior professional capstone course in marketing—actually simulates real-life work projects students might encounter in their careers.

Marketing Workshop, the senior capstone course for all marketing students, allows students to test the waters of real-life marketing consulting. In this class, taught by principal lecturer in marketing Peter Masucci, teams of six to 10 students are matched with companies that have marketing problems they need help solving. These companies range from

small nonprofits like Dover's Woodman Museum to large global enterprises like L. L. Bean.

The teams spend the semester researching their company's problem, offering up possible solutions, and then, when possible, help the company implement or test the solutions.

"It really requires them to put what they've learned in their classes over their four years into action," said Masucci.

Students act as pseudo marketing agencies and members are assigned different roles on the teams, such as being in charge of market research, consumer behavior, or advertising and creative.

"It's always good to get real experience with a real product," said **Riley Pritchett '17**, a student in the class who worked on a team with the company Revision Military,



Peter Masucci (far left) with his Marketing Workshop class outside the L.L. Bean flagship facility in Freeport, Maine. Credit: Peter Masucci



Companies that have partnered with the Marketing Workshop class since Masucci took over in 2005.

focusing on finding the company new products and new markets. "This kind of experience really elevates our education."

At the end of the semester, the student teams create a final written report and present their consulting projects at a showcase event for the participating companies, their fellow students, and Paul College faculty and staff.

"The final report and presentation really give the students something tangible that they can take with them to job interviews," said Masucci. "Being able to show a prospective employer a tangible example of actual work they did for a real company prior to graduation has often helped tip the job scales in their favor."

This spring, representatives from L. L. Bean, a longtime participant in the workshop class, were unable to come to Durham for the student's mid-term report presentations. Masucci arranged for the class to present their project reports at L. L. Bean headquarters in Freeport, Maine, and tour the company's flagship retail store as a sort of class field trip.

"To meet and hear L. L. Bean senior marketing managers talk about the complexities of multi-channel retail marketing," Masucci said, "was really eye-opening for many in the class, and gave them a real appreciation for the role of marketing in business."

Masucci has been teaching the marketing workshop class since 2005 and in his role has overseen more than 135 different student projects.

—Whittney Gould



# Faculty research helps New Hampshire small businesses combat security breaches



**K**holekile Gwebu and Jing Wang, associate professors of decision sciences in the Peter T. Paul College of Business and Economics, noticed something interesting when they were studying best practices for companies dealing with cybersecurity issues.

"Cybersecurity is often neglected," said Gwebu. "New Hampshire is full of small businesses, so we saw a gap there."

Gwebu and Wang are connecting their research to help businesses better plan for information security risks. They are learning about the cybersecurity practices and needs of small businesses and offering resources to help businesses meet those needs.

Using a grant from Paul College, Gwebu and Wang offered a free symposium for small business owners last fall on UNH's Durham campus. The symposium was designed to raise awareness about cybersecurity risks to small businesses and provide best practices for companies to mitigate these risks.

Since the duo's research aims to understand what issues small businesses run into when dealing with cybersecurity, they partnered with two centers in Paul College that focus on small businesses in the region—the New Hampshire Small Business Development Center and the Center for Family Business—that matched them with local small businesses interested in learning more about cybersecurity.

"We have always known that small- and medium-sized enterprises (SMEs) face unique challenges when dealing with cybersecurity. Conversations with SMEs at the symposium allowed us to better

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**"We have a great opportunity through Paul College to have an impact on small businesses in the state, and we want to take advantage of that," Gwebu said.**

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understand their challenges and derive cybersecurity solutions that are specifically geared toward them," said Wang.

The Center for Family Business connection brought **Michelle DuPont '04**, owner of the Lake Opechee Inn and Spa in Laconia, and her business operations manager, Annie Boissoneau, to the event.

"We are more vulnerable to security risks than a large corporation," said Boissoneau. "The symposium offered good information to help us come up with our risk management plan."

"It's pointing us in the right direction and giving us resources we can come back to," said DuPont.

Patrick Brown, owner of Ames Farm Inn in Gilford, said what he learned at the symposium made him feel better about what he can do to mitigate cyber attacks.

"I liked that one of the speakers showed the process of the advanced threat attacker, because we were able to see that it's a series of small events rather than one big one out of nowhere," Brown said. "That makes me feel like I could do something to protect my business."

"New Hampshire has been at the forefront of the development of strict data security breach notification laws and penalties," said Gwebu. "We wanted

to raise awareness among small businesses in the state about New Hampshire's resources and regulations."

That's why one of the three symposium speakers was Denis Goulet, chief information officer at the New Hampshire Department

of Information Technology. In addition to Goulet, Diana Kelley, executive security advisor for IBM Security, and Todd Waskelis, vice president of AT&T Security Solutions, gave talks at the symposium.

Gwebu and Wang's students were invited to attend the symposium, and students in two information systems classes created research posters about common information security topics and presented them to attendees. The students also created a website with videos and resources for symposium-goers.

"It was rewarding seeing our students using the knowledge they had gained in the classroom to make a meaningful difference in our local business community," said Wang.

The first year of the symposium was a success, with 30 businesses and nearly 100 students attending. Gwebu and Wang hope to make it an annual event.

"We have a great opportunity through Paul College to have an impact on small businesses in the state, and we want to take advantage of that," Gwebu said.

—Whittney Gould





Bill Hassey teaches a leadership class in his role as faculty fellow in Paul College Executive Development Programs. Credit: Perry Smith

## Boost your career with Paul College's new leadership certificate

**P**reparation for every future leadership role is enhanced by opportunity, analysis, coaching and good planning. Paul College's new Leadership Certificate Program delivers these foundational items in a six-day program geared toward working professionals looking to build new skills.

The program consists of three intensive two-day sessions spread out over a few weeks to allow maximum absorption, application and renewal of the concepts covered in the program.

"It's a cross-disciplinary course of study that covers managing oneself and leading others, teams and organizations," said Dan McCarthy, director of Executive Development Programs in Paul College.

Participants work on their own strategic application project, undergo multiple assessments, including a 360-degree survey, and receive one-on-one coaching as part of the program.

"The program acts as an accelerator for extraordinary results in a current role, and an incubator for seizing future opportunities," he said. "Participants can expect an outstanding academic experience exploring strategies for success in motivation, emotional intelligence, leading change, conflict management, coaching, and much more."

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**"Participants can expect an outstanding academic experience exploring strategies for success in motivation, emotional intelligence, leading change, conflict management, coaching, and much more."**

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The certificate program is led by Bill Hassey, faculty fellow for Executive Development Programs, with contributions from hand-selected members of the Paul College faculty.

"Participants can expect an outstanding academic experience with instructors who have a proven track record working with the business community," Hassey said.

Individuals with five or more years of progressive management experience are encouraged to enroll. The versatile program is a great fit for both managers assuming new roles, beginning new initiatives, or leading new teams and successful managers looking to learn new best practices in leadership, management and motivation.

To learn more about the program, visit [paulcollege.unh.edu/executive-education/leadership-certificate-program](http://paulcollege.unh.edu/executive-education/leadership-certificate-program).

—Patricia Walsh

# First of a Kind

## Meet UNH's Rangel Fellow



**A**seebulla  
"Aseeb"  
Niazi '15

is UNH's first Rangel Fellow. Only 30 Rangel Fellows are selected each year, and for the first time, a UNH Paul

College alum is among them.

Niazi was awarded a 2017 Charles B. Rangel International Affairs Fellowship in November following a highly competitive nationwide contest.

The Rangel Fellowship, which is funded by the U.S. Department of State and managed by Howard University, supports "extraordinary individuals" seeking careers as Foreign Service officers, an announcement from the Charles B. Rangel International Affairs Program states.

"I was incredibly honored and humbled when I received news that I would be a Rangel Fellow," Niazi said. "I have been working toward joining the Foreign Service since my junior year at

UNH, and this fellowship is my first step toward achieving that goal."

"We are thrilled to have Aseeb join our program. Our selection panel was very impressed by his intelligence, achievements and commitment to service," said Patricia Scroggs, the Rangel Program's director. "His experiences at the University of New Hampshire have provided an outstanding foundation for him in these areas."

The fellowship provides "support for graduate studies and two internship placements over a two-year period and give him the opportunity to represent his country overseas."

Niazi, who is originally from Afghanistan, received his bachelor's degree from UNH with a dual major in international business and economics and international affairs. He has studied abroad in the United Arab Emirates and worked at the Organization for Refugee and Immigrant Success and the World Affairs Council and as a congressional staff member for Rep. Ann Kuster, D-New Hampshire, focusing on energy, the environment and agriculture policy as well as immigration casework.

"Aseeb's story is a remarkable one, and as a Foreign Service officer, he will be an excellent exemplar of the possibilities

open to new Americans who possess the motivation, vision and work ethic to succeed," said Jeanne Sokolowski, director of UNH's Office of National Fellowships.

Niazi credits his studies at UNH with providing the tools essential to carving out his future path. The skills he learned during his four years at UNH "will be indispensable as I embark first in graduate studies and then as a Foreign Service officer," he said, citing in particular the courses he took in international affairs and at Paul College.

"Aseeb worked strategically to develop qualities that would serve him well in the Foreign Service: from his choice of major to selection of a third language to study, and choice of study-abroad destination, to seeking employment in government after graduation as a way to gain hands-on experience," Sokolowski adds. "Through these choices, he developed a skill set that was very appealing to the Rangel Program."

As part of his Rangel Fellowship, Niazi will work for a member of Congress on international issues this summer and next summer will travel overseas to work in a U.S. Embassy.

—Jennifer Saunders

## Homecoming and Family Weekend

September 22–24, 2017

Come back to campus for a weekend of UNH-themed festivities! Don't miss Homecoming weekend events at Paul College on Friday and at the tent on the Thompson Hall lawn on Saturday before the football game.

[paulcollege.unh.edu/alumni/homecoming](http://paulcollege.unh.edu/alumni/homecoming)







This January, the Dean's Ambassadors traveled to Silicon Valley to meet Bay area UNH alumni and learn about the finance, tech, and wine industries in California. Early on the trip, the ambassadors attended a young alumni reception where they met recent Paul College grads **Megan Currier '13** (Apple), **Jon Roberts '11** (Salesforce), **Casey Wade '14** (KPMG), and **Jillian Beaudry '10** (PwC). The rest of the trip focused on meeting Paul College alumni at their workplaces. They were

able to connect with **Andy Pelletier '98** (SiliconValley Bank), **Jeff Moore '96** (Google), **Kristen Markworth '96** (GoPro), **Chris Fehrstrom '85** (Constellation Brands), **Rick Marini '94** (Dragonfly Partners), **David Elliott '83** (SailingStone Capital Partners), **John DeMaio '02** (Bridge Bank), and of course, our college benefactor **Peter T. Paul '67** (Headlands Asset Management). This photo was taken while visiting **Kristen Markworth '96** at GoPro.

## In Brief

### Positive outcomes in job placements

The data from our First Destination Survey on the job outcomes of our 2016 graduates are just in and show continuing good results. In aggregate, 87 percent of our graduates indicate that they are satisfied with their post-graduation situations. Of those who were seeking employment (92 percent), 95 percent had jobs within 6 months of graduation and 88 percent report being in jobs related to their major. Eight percent of graduates went on to graduate school.

Our MS in Accounting program also recently reported a 100 percent job placement rate for its 2016 graduates! One reason our students are so successful is that they have a 70 percent first-time pass rate on the CPA exam (with the national average being 48 percent), ranking them the highest in New Hampshire and third in New England overall in first-time pass rate.

### Graduate programs ranked in top 100

Our part-time and online MBA programs were recently ranked in the top 100 by *U.S. News and World Report*. This was the first time either program was ranked in the top 100, and both programs were the only ranked programs for their

category in New Hampshire and northern New England. Our master's in economics program was also ranked 39 in the country this year by *The Financial Engineer*.

### MBA Program and Holloway competition win BOB awards

UNH was voted the Best MBA Program and the Paul J. Holloway Prize Innovation-to-Market Competition was voted the Best Business Startup Competition in New Hampshire Business Review's 2017 "Best of Business" (BOB) Awards.

### Banner year for NH Small Business Development Center

The NH Small Business Development Center, a small business resource outreach program of Paul College, had a record year in 2016. In 12 months, the center helped 661 in-person clients (2nd only to 2014 tally) by:

- spending 6,000 hours advising clients (2nd only to 2014);

- providing \$29,887,416.00 in capital infusion (\$5M higher than any of the past five years);
- contributing to \$21,968,608.00 in revenue increases (\$4.5M higher than any of the past five years);
- helping to launch 53 businesses (2nd only to 2014);
- creating 170 new jobs, and retaining 33;
- helping clients win \$100,000 in cash and in-kind support through business plan competitions.

Do you need help starting or growing a small business? Visit [nhsbdc.org](http://nhsbdc.org).



### Paul Perspectives 2017 issue

Learn how our faculty's research is generating knowledge to deepen understanding and knowledge to enhance business, policy, and management. Visit [bit.ly/2017PaulPerspectives](http://bit.ly/2017PaulPerspectives) to learn about the college's most recent research successes.

# Donor Spotlight

## Celebrate 150: The Campaign for UNH

**W**e are extremely grateful for the major gift support of these significant donors to the Celebrate 150 campaign.

In addition to her roles on the dean's advisory board and as a mentor to many of our students, **Jude Blake '77** has established two endowed scholarships in Paul College and recently announced a significant bequest that will add funding to those scholarships and a new endowed fund for the college.

A new gift by **Tim Collins '85**, CEO of EBSCO Industries, Inc., will help with the construction and improvement of a database-driven interactive website to expand the First-year Innovation and Research Experience (FIRE) program. FIRE gives first-year students in Paul College an immersive engagement experience during their critical first year of college. In the past, Tim's gifts have

supported the construction of the Paul College building, which opened in 2013.

**Ed Farrington '93**, executive vice president of Natixis Global Asset Management, and his wife Kate provided much-needed renewable scholarship support to New Hampshire first-year students who are applying to Paul College. This gift will help UNH attract and retain meritorious students who want to pursue degrees in Paul College.

**Lloyd Farewell '48** recently endowed a scholarship for students in Paul College's hospitality management program.

Eric Goodwin, president of Goodwin Hospitality, established a scholarship in his family's name for hospitality management students in Paul College.

**David Gray '89**, a member of the dean's advisory board, and his wife Laura recently pledged support to two priority areas within Paul College: the Dean's Strategic Initiative Fund and the Internship Opportunity Fund. In particular, their gift will allow students to take advantage of summer internships in high-cost urban areas, and support student organizations within Paul College.

**Anna Grace '76** and **Paul Holloway '91 HD** provide annual support to make the Paul J. Holloway

Prize Innovation-to-Market Competition, UNH's premier business plan competition, possible. The Holloway Competition recognizes and rewards student entrepreneurs who have created a plan for bringing an innovative product or service to market.

A generous scholarship gift from dean's advisory board member **Kevin Knarr '91** will help attract and retain high-quality students and reduce the debt—averaging \$30,000—of UNH students.

The William Rosenberg Foundation has been a consistent donor to the Rosenberg International Franchise Center in Paul College. Named for Rosenberg, the founder of Dunkin' Donuts, the center produces relevant franchise-related research and forecasts for industry.

—Cecile Aitchinson



Paul College and the UNH Alumni Boston Network hosted the Boston Executive Forum networking reception and dialogue March 23 at the Omni Parker House in Boston. A crowd of more than 100 Boston executives and Paul College alumni, students, and friends attended the event, which featured GE Senior Vice President and Chief Financial Officer Jeffrey S. Bornstein and recently retired GE Capital Chief Commercial Officer **Mike Pilot '84** discussing why GE made the decision to move their global headquarters to Boston as well as GE's strategies for the future.





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