“International business in the extreme”

Huntsman students take on big challenge in Egypt.
Message from the dean...

By Douglas D. Anderson
Dean and Professor, Jon M. Huntsman School of Business

The financial weather has been stormy, but the clouds aren't all dark.

It is true that dark headlines have been coming daily for months now. The talk of layoffs, cutbacks, financial meltdowns, recession and a faltering economy has become our daily diet.

Utah State University has not been immune to such bad news. Budget cuts in the millions have already been made, and we know more will be expected in fiscal year 2009–2010.

At the Jon M. Huntsman School of Business we are subjecting each and every program and priority to a serious review. But we have already come up with one conclusion that will not change. We will move forward, not fall backward during this challenging time.

Shortly after I started as dean, we decided that our focus would center on developing ethical leaders, inspiring the entrepreneurial spirit within each of our students and helping them gain a global vision of what they could accomplish. In 2007, we decided to add a fourth focus. We want to be sure our students develop mastery in critical thinking skills; we have called this pillar “analytical rigor.”

We see our current economic challenge as an opportunity to refine our focus and to be sure we are investing in the things that will benefit our students most. We are confident the choices we make now will enable us to emerge from this downturn as a business school that is more innovative and effective than it ever was before. We owe that much to the students we now serve and to the students we will guide tomorrow—and we owe it to you, our alumni and friends, who provide us such valued support.

With this issue of the Huntsman Alumni Magazine we intend to part these dark economic clouds for a few moments and shine some light on some of the good things that our students and alumni are doing. For example, on page 2, you can read about how our Field Studies program sent a team of students to Cairo, Egypt, to develop vital training materials for the United States Agency for International Development (USAID). It was an unusual experience that tested our students in all four areas. You’ll be proud to read how they developed more than 1,200 pages of instructional material in a changing, complex and challenging international situation.

You can also read about some of the impressive things our students are accomplishing as they serve internships in Belgium, Brazil, China, Germany, Ireland, Italy, Peru and Sweden. One of our students who worked in Germany, Josh Kerkmann, started out with an assignment to organize business cards. By the time he left, his advice was being sought out by coworkers who grew to respect what he brought to the table. In fact, one of his coworkers was so impressed with Josh that he named his newborn son after him.

We continue to invite exemplary business leaders to come and speak to our students. One of our Dean’s Convocations featured Larry Gelwix, the rugby coach who inspired the movie “Forever Strong” and who has guided the Highland Rugby team in Salt Lake City, Utah, to 18 national championships. Gelwix, who is also the CEO of Columbus Travel and the “Getaway Guru” on radio and television, delivered a powerful message about ethical leadership to students who filled the George S. Eccles Business Building auditorium and watched on LCD screens in other parts of the building.

Our student-led Partners In Business Annual Finance Seminar was built around the theme, “Weathering the Financial Storm.” It featured Frank Nothaft, vice president and chief economist of Freddie Mac, who spoke on housing and mortgage conditions. During the seminar we gave a Professional Achievement Award to University of Chicago economist, Lars Peter Hansen, a 1974 graduate of USU. This brilliant award-winning economist was the concluding speaker of the seminar.

In fall 2008, we presented Crystal Maggelet, who is co-owner of Crystal Inn and is the new CEO of Flying J, with a Distinguished Executive Alumni Award. Crystal offered the more than 500 guests at our Annual Awards Banquet some valuable insight on how...
to balance work, family and community commitments.

The full list of business leaders who have visited campus to invest in our students is impressive and too long to include here. It’s gratifying to know that so many successful business leaders agree that we are focusing on the right things and are so willing to invest in our students by sharing their time, talents and financial resources.

As you know, our purpose at the Huntsman School of Business is to be a career accelerator for our students and an engine of growth for our communities, the state, our nation and the world. In a very real sense, we are about the business of creating the economic headlines of tomorrow. With your continued support, the dark clouds will part, and the sun will shine on. And, we’ll become recognized as a business school that not only teaches our students how to cope effectively with tough times, but even more importantly, how to make their own weather.

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The Huntsman Alumni Magazine is written and edited by Steve Eaton, the director of communications for the Jon M. Huntsman School of Business. It was also reviewed, filtered, analyzed, purified and homogenized by many others who try to keep Eaton out of trouble. The editing assistance of Maren Cartwright, Ryan Hall, Mary Price, Taci Watterson and McKenzie Rees was especially helpful. The magazine was designed by Holly Broome-Hyer. The Huntsman Alumni Magazine is posted on line. The online version includes longer versions of some stories and additional photos. www.huntsman.usu.edu/alumnispring2009

On the cover:
Rosalie Gricius, an MBA student, takes a rare break from work to go see the Pyramids of Giza, near Cairo, Egypt. The picture was taken by the camel’s owner who probably had no idea he was taking a cover shot for a magazine.

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BACK COVER Huntsman students fix up amphitheater on Old Main Hill.
One could have argued that Mark Thomas went too far with this project. While it’s true that Thomas, the director of Field Studies, seems to have unrestrained confidence in the Jon M. Huntsman School of Business students he works with, sometimes he lines up some unusually challenging projects for them.

He called this job “international business in the extreme.” This Field Studies project had a team of students traveling to Egypt to help the United States Agency for International Development (USAID) prepare trainers who would be coming into Cairo from dozens of countries. The trainers would be expected, in turn, to train those they work with on proper USAID accounting procedures.
Students from the Huntsman School of Business teamed up with students from the Instructional Technology and Science Learning Department in the Emma Eccles Jones College of Education and Human Services at USU.

Joanne Bentley is an assistant professor of instructional technology who specializes in accounting for individual and cultural differences in instruction. She mentored the students at USU and traveled with them to Egypt to run the evaluation of the project.

“It was a great opportunity for students from two colleges to come together and work as a team,” Bentley said. “Their strengths complemented each other, and they learned that working together they could accomplish some remarkable things—more than they could have individually.”

It was a project that would require not just an understanding of a single new culture but sensitivity to many different cultures. It also required mastery of the specialized governmental accounting subject matter that was to be taught.

“It’s ten times harder to do a project like this in an international setting than it would be to do it in the United States,” Thomas said. “That’s part of the fun and part of the learning and also part of what it means to be in a global business.”

Students who participate in Field Studies projects are hired by companies to solve problems for them, and the reputation of the program is on the line each time a new project is tackled. Thomas said while the students know it will be a learning experience, they set their standards high and meet expectations.

“Like a top consulting firm, we deliver and meet the needs of our clients,” he said.

Thomas and Dr. Bentley weren’t the only ones who had faith in USU students to deliver. Jed Barton, a Huntsman School of Business alumnus, turned to Field Studies after he couldn’t find the type of expertise he needed elsewhere, Thomas said.

“This is an Aggie who believes in Utah State,” Thomas said of Barton, a USAID controller who graduated in 1982 with a bachelor’s degree in marketing.

Dr. Bentley and Thomas put together an exceptional interdepartmental team to meet the challenge. Two sub-teams were formed, each made up of both business and instructional technology students.

Often students will pursue a graduate degree after spending a few years in the workforce.

“We had people on the teams who have been out in the industry for several years,” Thomas said. “These were impressive teams. They were hustlers.”

The students spent six weeks on campus developing the materials they would use to train the trainers. They worked to be sure none of their illustrations or language would be offensive to those they were training. But before they could begin they had to first learn the subject matter.

“It was a self-taught crash course in USAID accounting,” said Bonnie Villarreal, a MAcc student. “When we received the materials, before we could do anything, we had to teach ourselves.”

Rosalie Gricius, an MBA student, said that for three weeks they just read to gain a better understanding of USAID accounting practices. The business students were in Egypt for a week and a half and the other students were there for three weeks.

And despite all of the students’ preparations, they still faced obstacles. Shortly after arriving in Egypt, the students were asked to completely revamp half the PowerPoint presentations they had created. They were told the slides, which were in outline form, didn’t include enough content. Those who would be using the presentations, they

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—Joanne Bentley
Assistant Professor
learned, had very little teaching experience and planned to rely more on the content of the slides themselves than had been previously expected.

While they had been planning to spend their time doing research, evaluating their program and offering the trainers tips on how to use their student-friendly materials, their focus suddenly shifted toward revamping and developing more content-heavy materials that would help the trainers get up to speed on what they would be expected to teach.

Dr. Bentley said it wasn’t until near the end of their visit they had a chance to work with instructors and teach them how to effectively train others. She had predicted—even before they left the country—there would be surprises that would bring out the best in the teams.

“International projects are a wonderful opportunity to be surprised—nothing works out just the way you think it will,” Bentley said. “To be opened to a new view of the world and be transformed by it, that’s what this is about. It’s about personal transformation. You have to be adaptable under pressure, because there will always be surprises.”

The students ended up developing more than 1,200 pages of instructional materials and hundreds of PowerPoint slides for two different specialized accounting courses.

“It was an enormous task,” Villarreal said. “You had one presentation on cash reconciliation, one on how the United States government budget works. We had another one on how you actually process an obligation through the software. These were very detailed, process-oriented presentations, and there were nearly 70 of them.”

The students said the work exposed them to the type of challenges one might face working for a company that deals with multiple cultures and communication barriers. It also taught them how to work as a team.

“We learned to work in a group with different disciplines and how to recognize people’s individual skills and effectively use them,” said James Hinkle, an MBA student. “We learned to work as a team even though we came from various backgrounds.”

Thomas is not surprised that the students rose to the call and delivered. He said the materials they developed are now being used in South Africa, Thailand, Hungary and El Salvador.

“You deserve an A,” he told them in their last meeting. “I am terribly proud of what you have done. I will brag about you for a long, long time.”

For more photos of the trip go to: www.huntsman.usu.edu/extreme
This year the Jon M. Huntsman School of Business gave its highest award to a successful business woman, recognizing her not only for her vocational success, but for her work as a mother.

Crystal Maggelet, co-founder of Crystal Inn, managing director for MacCall Management and new CEO and president of Flying J, was presented with the Distinguished Executive Alumnus Award by Dean Douglas D. Anderson at the school’s Annual Awards Banquet on Oct. 2, 2008. Crystal and her husband, Chuck Maggelet, are managing directors of the company that now operates 14 properties, 11 of which are Crystal Inns.

“All of us at one time or another, struggle to strike a healthy work-life balance,” Dean Anderson said. “Crystal is someone who has done an impressive job of juggling and balancing while excelling vocationally and raising some great kids.”

Crystal partnered with her father, Jay Call, the founder of Flying J, to open her first Crystal Inn in 1994 in Salt Lake City. She supervised the building, staffing and operation of the new hotel and it proved a success. Shortly thereafter, she and her husband founded MacCall Management, expanding the business.

In January 2009, Crystal, who had been chairwoman of the Flying J Board of Directors, became its CEO and president, adding yet another responsibility to her plate. Flying J Inc., one of the nation’s largest privately held companies, and its Big West refining and Longhorn Pipeline subsidiaries, had filed voluntary petitions to reorganize under Chapter 11 of the U.S. Bankruptcy Code in December 2008.

“Even though Flying J has been a successful company, it faced near-term liquidity pressure from an unprecedented combination of factors: the precipitous drop in the price of oil and the lack of available financing from its traditional sources due to disrupted credit markets,” the company said in a statement posted on its Web site. “With a sudden and unanticipated inability to meet its liquidity needs, the company had no other choice than a Chapter 11 filing to provide the time to work through a solution.”

If anyone can help a company “work through a solution,” it’s Crystal, according to Natalie Morgan, director of sales and marketing for MacCall Management.

“Crystal has an ability to be very focused and productive with the time she has,” Morgan said.

“She just gets to the heart of the matter and figures out what’s going to make it work and goes at it,” Morgan said. “She’s so organized and has such a great mind and such compassion for people. She has really good insight. She’s a phenomenal human being.”

At the Annual Awards Banquet, which was made up of scholarship recipients and Huntsman School of Business supporters, Crystal talked about some of the personal challenges she has faced, including the death of her father who was killed in an airplane crash in 2005.

“In an instant my life changed,” she said. “Not only had I lost a man I loved and respected, I was now the majority shareholder, along with my brother, of a large corporation with thousands of employees.”

Crystal talked of her supportive husband. She said Chuck, who works full-time leading MacCall Management, is patient, understanding, analytical and “over-the-top intelligent.”

“I’m very lucky that I found him and that I married him,” she said.

Crystal also made it clear how much she values her role as mother of her children

“I’m a Girl Scout leader, a coach, a theater and ballet mom, an avid runner, a traveler but most of all, I’m a wife and a mother,” Crystal said at the event that drew more than 500 people. “I know that my horizon will change again soon, and I’ll have the opportunity to pursue other endeavors as my children pursue theirs.”

The Maggelets have four children: a son, Drew, who is 13-years-old, an 11-year-old daughter, Lexi, and two eight-year-olds, Hailey and Erica.

“If I can leave you with three ideas tonight they would be, believe in what you want and go for it,” she said at the banquet. “Leave all your options open, work hard and believe in yourself. And, most of all, remember that balance doesn’t happen day-to-day but over a lifetime.”

The Distinguished Executive Alumnus Award honors alumni who have shown integrity, set a good example, demonstrated powerful leadership and given valuable service to their community.
Years ago it was a simple act of kindness that impressed Young-Chul Hong.

During his time at USU, while he was going after his MBA degree, Hong said he didn’t keep track of special dates like his birthday but apparently his roommates, Harry Miller Jr., Richard Hall and Steve Gonzales, did. Hong said he came home to discover his roommates had “kindly prepared a surprise party for me. I was so impressed and that pleasant memory is still very clear in my mind. The smiles on their faces that day, remain in my heart, even today.”

Dr. Hong is now the chairman and CEO of Kiswire, one of the world’s leading makers of specialty steel wire. Even though he leads a firm that owns 20 plants worldwide and employs 4,200 people, he has not forgotten USU and the individuals who helped him while he was here.

For example, Dr. Hong still remembers Professor Allen Kartchner’s statistics class.

“His lectures were unlike any other professor’s in that he turned the boring numbers into something more interesting,” Dr. Hong said. “The mathematical procedures I learned from him aided me as a CEO in my company in various ways by providing me the methods I would need to predict the flow of the world’s economy. That understanding has strengthened my company.”

In 2005, Dr. Hong paid to bring Dr. Kartchner and his brother Eugene, who was also one of Dr. Hong’s professors, and their wives to South Korea as his guests for 10 days.

“It was an absolutely wonderful trip,” Dr. Kartchner said. “We had a great time there. It was an experience of a lifetime.”

Dr. Kartchner said Dr. Hong, who is president of the South Korean chapter of the USU Alumni Association, has been a strong advocate of USU in South Korea.
“He’s a person who remembers people,” Dr. Kartchner said. “I thought it was just amazing that he would remember a professor he had 35 years ago.”

A group of Huntsman Scholars that traveled to Asia last summer also experienced some of Dr. Hong’s hospitality, according to Vijay R. Kannan, director of international programs at the Jon M. Huntsman School of Business.

“Dr. Hong was instrumental in not only enabling the group to visit and learn about Kiswire, but through his contacts, he arranged visits to a Samsung research and development facility as well as Hyundai’s largest car assembly plant,” Dr. Kannan said. “Both he and his colleagues went out of their way to ensure the group had a memorable experience and gained an appreciation for Korean culture and society. The South Korea part of the trip could not have been done without Dr. Hong’s support and dedication to helping the Huntsman School of Business.”

Dr. Hong recently donated $250,000 to support programs of excellence in the Huntsman School of Business and another $250,000 to the Department of Sociology at USU.

“All I wish for is that my small contribution will aid the students in becoming better professionals and in serving society in better ways,” he said.

Dean Douglas D. Anderson visited Dr. Hong in South Korea in 2007 and was given a VIP tour of the Kiswire plant in Hongduk, South Korea. (See a video of the tour at Huntsman.usu.edu/hong)

“There is nothing small about Dr. Hong’s contributions or the impact he continues to have at Utah State University,” Dean Anderson said. “He demonstrates to our students that humility, compassion and integrity are principles that can lead to success on a global scale. That’s the kind of example we want our students to see.”

When Dr. Hong took over his father’s business in 1988, it employed only 2,300 people and had sales of $160.4 million. It now boasts sales of $1.5 billion. In 1995, he was awarded the Gold-Tower Industrial Contribution Decoration by the president of South Korea. It is the highest honor given by the South Korean government for contributions to the economic welfare of the country. In 2004, the Huntsman School of Business recognized him with a Professional Achievement Award.

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In 2007, USU awarded Dr. Hong an honorary doctorate. Dr. Hong said he came to USU because he was looking to “experience a greater diversity, both cultural and intellectual.”

“I also wanted to challenge myself further by confronting the unpredict-

able nature of the future,” he said.

Harry Miller, ’73, personnel management, was one of Dr. Hong’s roommates when Dr. Hong was at USU. He said he remembers how surprised Dr. Hong was when they threw a party for him. He said Dr. Hong was shy, humble and very smart.

“We all thought he was a little computer,” he said. “He was so focused. He’d learn things; they went into that computer bank, and he would spit them out later, verbatim, no problem. He was more than willing to help his fellow students with any kind of statistics or mathematical problem.”

Dr. Hong said his time at USU paid off.

“The invaluable knowledge and experience I acquired at USU influenced my business and life and became the basis of today’s Kiswire,” he said.

In a recent interview, Dr. Hong shared some advice about succeeding in business:

1. Leadership is not something that a person is born with. “It comes with continued practice and endless effort.”
2. Leaders need to think about the big picture and long-term goals. They need to have what he calls “a global mindset.”
3. Don’t make decisions on instinct alone. “Always think ahead and list the potential problems that may arise before proceeding with a decision. Think scientifically.”

He said one of the reasons he was willing to ensure the Huntsman Scholars had a good experience is because he thinks it’s important that they develop a “global mind.”

“Students get special experiences from visiting overseas countries where they learn about different cultures and develop relationships with business, government and academic leaders,” he said. “This is the beginning of what they need to know to enter into a global marketplace. Those experiences will definitely help the students develop their business potential in the future.”
Huntsman entrepreneurs aren’t waiting for graduation

While the faltering economy is causing many to fret about keeping their jobs, there are a handful of Huntsman students who don’t seem to be paying attention to the news. They are convinced that if there are layoffs, they’ll be the last ones affected.

That’s because, even though these students haven’t graduated, they’ve already launched their own businesses. And, while some of them work two jobs, when it comes to their own businesses, they answer only to themselves.

Nate Bradshaw is a senior majoring in entrepreneurship, who markets his own apparel line called Sentimental Clothing, and who has his own screen-printing business. He runs the ventures with Adam Brown, a junior majoring in entrepreneurship.

“There are always going to be hard times, and I don’t want to sound like I don’t feel for the people who have lost their jobs, because that is definitely not my point,” Bradshaw said. “My point is that there are always opportunities, and entrepreneurs are the ones who look at the mess and find the opportunities that have presented themselves.”

Matt Weese, a senior majoring in entrepreneurship, runs his own lawn care business.

“With the economy being down, we are driven to go out and create new ways to be successful in our own businesses or find new opportunities,” said Weese. “Seeing these opportunities is what makes times like these both interesting and exciting.”

Dan Holland teaches the fundamentals of entrepreneurship and likes to see his students do more than talk.

“While many of the businesses students start while in school may not be considered high-growth opportunities, a large part of entrepreneurship is action, and I am always excited to see students act entrepreneurially,” he said. “Their experiences prepare them to obtain greater value in the classroom and ultimately prepare them for a higher level of success in future new ventures.”

Taking advantage of opportunities, however, often isn’t easy. Brandon Kartchner, a senior majoring in entrepreneurship and business administration, purchased a tanning and hair salon called The Rage, with his wife, Shantai. At the time, Brandon was carrying nine credits, had a full-time job on the side and realized he needed to remodel the business they had acquired, in addition to getting it up and running.

“I didn’t sleep much for three or four months, but you just have to make it work,” he said.

With so much on their plates, these entrepreneurial students said their interest in the Huntsman School of Business goes way beyond getting good grades and a diploma. They are intent on seizing the value from everything offered in the classroom.

Justin Harding, a senior majoring in entrepreneurship, teamed up with Brandon Kartchner to start Logan Deals. The company has developed a list of thousands of people who welcome a daily text message about a good deal being offered by a local merchant. He said when he goes to class, he wants to make sure what he is learning can be put to use in his business.

“I’m sitting there in class and I’m thinking about my business and I’m wondering, ‘How can I apply this right now?’” he said. “And I walk out of class and, seriously, two hours later, I’m changing something about my business because of what I learned in class.”

Harding and others interviewed said their motivation to stay in class is driven more by the knowledge they are after than the grade they will receive.

“I’m there because I think the professor has something valuable to offer, otherwise I would leave because I consider my time very valuable,” Harding said.

All the students interviewed had taken Dr. Holland’s class, the fundamentals of entrepreneurship, and said the class offered them valuable insight about how to be successful.

“I believe in the entrepreneurship program the school has,” Bradshaw said. “I believe in the next 10 years, it’s going to be a top-tier entrepreneurial school in the western United States.”

For a longer version of this story go to: www.huntsman.usu.edu/innovation
When Lars Peter Hansen graduated from Logan High School he was told by a counselor that, based on his recent academic performance, he could expect to be a C+ student and, if he studied very, very hard, a B+ student.

“I would bring home report cards with double check marks by, ‘Does not respect authority,’” he said. “I was not a very inspired high school student.”

Hansen said his father and mother had both gone to USU. In fact, his father, R. Gaurth Hansen, was the provost at the time. Hansen decided to go to USU.

“Several professors at Utah State University helped me reorient my thinking to career possibilities and intellectual pursuits,” Dr. Hansen said. “They started me on a path that has proven very challenging and rewarding.”

Apparently, there were a number of professors at USU who could see his potential. Dr. Hansen said Mike Windham, a mathematics professor, and Bartell Jensen, an economics professor, gave him valuable professional advice. He said that Doug Alder, a history professor, suggested Hansen always find ways to take advantage of his strengths and to do it in a unique way.

It would be an understatement to say that Dr. Hansen went beyond the expectations of those who thought him destined to be a C+ student.

After graduating with a dual degree in political science and mathematics in 1974, Dr. Hansen went on to attend the University of Minnesota in Minneapolis where he earned his doctorate in economics. He started his academic career teaching at Carnegie-Mellon University.

Since 1981, Dr. Hansen has been on the faculty of the University of Chicago’s Department of Economics, where he served as director of graduate studies and as department chairman. He is the recipient of the 2006 Erwin Plein Nemmers Prize in Economics from Northwestern University. He has also been recognized with the Faculty Award for Excellence in Graduate Teaching at the University of Chicago and was a co-winner of the Frisch Medal from the Econometric Society.

In the 1980s, Dr. Hansen became established as the leading contributor to the development and application of rigorous estimation and testing methods for financial data. His 1982 paper, “Generalized Methods of Moments” fundamentally altered the way that empirical research is done in finance and macroeconomics.

Dr. Hansen was honored in October with the 2008 CME (Chicago Mercantile Exchange) Group-MSRI (Mathematical Sciences Research Institute) Prize in Innovative Quantitative Applications.

In January 2009, Dean Douglas D. Anderson presented him with a Professional Achievement Award during the Partners In Business Finance Seminar where he was the concluding speaker. There, the “trouble maker” spoke before an attentive audience of business professionals and students, giving an address entitled, “Financial Fragility and the Macroeconomy.”

“Several professors at Utah State University helped me reorient my thinking to career possibilities and intellectual pursuits. They started me on a path that has proven very challenging and rewarding.” —Dr. Lars Peter Hansen

Award-winning economist returns to USU
A Jon M. Huntsman School of Business student, who recently served an internship in Brazil, said he came back with a Brazilian heart.

No, he had not just completed an internship as a surgeon. Cohen Summers had been working at Banco Itaú S.A. in Sao Paulo.

“I would love to return to Brazil,” Summer said. “It is an amazing country, and my heart is now Brazilian.”

His work included helping a number of employees with their business English, in part, by developing and teaching a bi-weekly business communications course. Another student, Tyler Smith, a senior majoring in managerial economics and Spanish, worked at the same bank. He also said he enjoyed and benefited from his experience. However, he came back convinced he would like to work for a smaller company but found the international experience “stimulating and beneficial.”

Paige Geslin and Krystn Clark have heard this kind of feedback before. Geslin is the internship director for the Huntsman School of Business and Clark is the internship coordinator. They would consider both reactions positive.

“We tell students if you get into an internship and you find yourself wondering, ‘Why did I ever think this major was for me?’ that’s good,” Geslin said. “You were able to test drive your major. Now, if
you want to tweak or change your goals before you graduate, you can refocus on something more fulfilling to you.”

Geslin and Clark know what they are talking about. During 2007 – 2008 academic year, 351 Huntsman students completed internships. This number doesn’t count internships students completed without taking the corresponding internship course.

Clark said increasing numbers of students are interested in doing international internships. In the 2006 – 2007 year, only five students did international internships. The next year there were 16 students who went abroad and this year that number will continue to grow. Students have served internships in China, Sweden, Ireland, Italy, Germany, Belgium, Peru and Brazil.

The vast majority of students report the internships are challenging and rewarding. Some are surprised at just how much trust is invested in them once they prove themselves.

Josh Kerkmann said when he initially arrived at his internship with Bosch in Waiblingen, Germany, his supervisor was away. They put him to work organizing business cards. Kerkmann was beginning to think he’d made a big mistake because he had passed up an opportunity to be CFO of a local company so he could serve the internship.

“My internship at Bosch started off slow, but as my responsibilities increased, people grew to trust me,” Kerkmann said. “In fact, my opinion was eventually sought out by the vice president of packing technology. What really surprised me was that one of my coworkers even named his son after me. I must have done something right.”

Eddie Norton, a senior in accounting and economics, worked for the Church of Jesus Christ of Latter-day Saints in its Perpetual Education Department in Lima, Peru. There, in addition to the daily accounting and audits he performed, he taught classes at various locations.

“Every night I taught hundreds of students who wanted to learn how to start a business,” Norton said. “That was strange.”

Geslin said she has confidence Huntsman students will rise to the challenge when she lines up internships for them.

“For the most part, our interns are given very real responsibilities,” Geslin said. “That’s why the internship course is so valuable. It ensures students are given quality work and will not be stuck filing or fetching coffee. During the first couple of weeks, the interns sit down with their work supervisors and set very structured goals or projects they will accomplish during the internship experience. Students then complete weekly assignments for internship credits. We also arrange an onsite or phone visit with every intern and with their work supervisor for a progress check.”

In addition to learning a new job, students serving international internships often have to learn to be flexible and work with people from varying cultural backgrounds.

Erik Kaltschmidt, a senior majoring in international business and economics, said his internships in Xi’an, China, gave him confidence. He worked for Xi’an Beta Market Research and the King Dynasty Hotel.

“The most important thing I developed was an inner confidence that I can do just about anything I put my mind to,” said Kaltschmidt. “I found success in a completely different culture, working two jobs, in two industries that were new to me. I managed to do this despite the fact that I had no language abilities and I had never before visited China.”

Employers seem to appreciate the business-world experience students gain. Nationwide, more than 65 percent of students are offered jobs after they serve their internships, Geslin said.

“In business, you have to have practical experience,” Clark said.

Joseph Ute, who served an internship at the U.S. Consulate Commercial Service, in Rio de Janeiro, Brazil, graduated in 2008 with a bachelor’s degree in international business and operations management. He said he received offers from five major companies in late 2008 and went to work for BAE Systems, the world’s third largest defense contractor.

“Utah State students should not feel intimidated or inadequate,” he said. “They can compete in the business world if they are driven and determined to accomplish their goals. We can achieve success at the highest possible levels even in the hardest of economic times.”

At Banco Itaú, Summers and Smith were asked to complete some significant assignments, in addition to teaching business English. They created operational flow charts of all the services that their area provided for the customer, and they created and implemented two databases. The two students were the first international interns at Banco Itaú, and helped develop the internship program for future Huntsman interns.

“From this internship I now have a better idea of who I am, what I want to do, and by working in such an environment I have the skills to be successful,” Summers said. “So, to sum it up in one phrase: an internship helps open a doorway to your future.”

For more photos of the internships go to: www.huntsman.usu.edu/tackle
Two Jon M. Huntsman School of Business professors played a key role in the launching of a wind power plant at the mouth of Spanish Fork Canyon, Utah, in 2008.

Their research shows that the construction alone generated more than $4 million in economic output to the state of Utah. The project supported 38 jobs with a total payroll of almost $1.4 million.

“Wind power can create attractive economic opportunities for a local community in terms of new jobs, lease payments to landowners and new property tax revenues,” said Cathy Hartman, marketing professor and one of the co-authors of the study.

In 2009, the wind power plant is expected to generate more than $74,000 in land lease payments to Spanish Fork landowners. It will also generate more than $112,000 in local property taxes for Utah County, of which approximately $84,000 will support the Nebo School District, the study concludes.

The report, “Generating Economic Development from a Wind Power Project in Spanish Fork Canyon, Utah: A Case Study and Analysis of State-Level Economic Impacts,” is available by clicking on “News and Research” at: www.cleantech.usu.edu

The economic impacts were estimated using the Job and Economic Development Impact (JEDI) model developed by the U.S. Department of Energy’s National Renewable Energy Laboratory in Golden, Colo. Sandra Reategui, a USU graduate, and Dr. Edwin Stafford, marketing professor, were co-authors of the study.

“The developers faced obstacles at every turn and had to break new ground on many fronts,” said Dr. Stafford. “The report includes a case history of the four-year struggle to establish the project, a process that required backers to adapt to changing municipal, state and federal policies.”

It includes a description of the siting issues encountered, how a power purchase agreement with Rocky Mountain Power was negotiated and how developers addressed objections raised by some local residents.

“Wind developers in Utah need to be persistent, flexible and responsive to community concerns,” Dr. Stafford said. “Energy policy also needs to be consistent to expedite wind development as well.”

Spanish Fork has paved the way for more wind power development throughout the state, according to Dr. Hartman. “This will bring both economic and environmental benefits and foster a rural renaissance across the state,” she said.

The Spanish Fork wind project is owned and operated by Edison Mission Energy based in California.

“We were so excited,” Dr. Hartman said. “We feel like we are a part of it and the broader renewable energy movement in the state.”

When the Spanish Fork project was dedicated, Hartman and Stafford were guest speakers at the opening celebration. They are also sought out on a weekly basis by reporters who are interested in what they have to say about green marketing and wind power.

“Our expertise is in the marketing of clean technology,” Dr. Stafford said. “What we have here is a case study that Cathy and I have witnessed over the last four years of all the policy barriers, and the market barriers and the cultural misperceptions that had to be overcome to get this project off the ground. In many respects, Cathy and I feel honored that we helped kick-start a whole new industry in the state.”
When Jon M. Huntsman came to USU in December of 2007 to announce he was giving the College of Business $25 million, he came with some important guests in tow. They included Utah Gov. Jon M. Huntsman Jr., three apostles from The Church of Jesus Christ of Latter-day Saints and a former dean from The Wharton School at the University of Pennsylvania, Thomas P. Gerrity. That’s not to mention the spouses and other carefully selected people who made the trip to USU on two private jets or another LDS apostle, Elder Joseph B. Wirthlin, who would be waiting for them at the university.

Among the small group there to greet the in-bound party of VIPs at the airport were Morgan Cox, a Business Ambassador, and Eddie Norton, Business Senator.

Cox said he ended up on one of the two buses that took the group to the USU campus with Jon M. Huntsman, President Boyd K. Packer, Elder M. Russell Ballard and Gerrity.

“I was sitting right across from the two apostles and Jon Huntsman was sitting next to me,” he said.

As they drove to campus, Cox answered questions about himself and the school. Cliff Skousen, senior associate dean for faculty development and administrative affairs, was also at the airport but did not ride on the same bus with Cox to USU. He said he knew that Cox and Norton would represent the school well.

“The Business Ambassadors play a crucial role in supporting the Huntsman School of Business and in shaping the way others view us,” Dr. Skousen said. “We have total confidence in each of them because they are a select group of intelligent, innovative and dependable students who have consistently proven they are worthy of such trust.”

Business Ambassadors are called upon to give tours, host important guests and do more mundane things like usher for an important event.

“We are here to help the Dean’s Office,” said Josh Kerkmann, a Business Ambassador.

“We even pulled staples out of bulletin boards before school started,” said Cox, who now serves as president of the Business Ambassadors.

He jokes that after his experience greeting the Huntsmans at the airport it was inevitable he’d be selected to lead the group.

“I was the ‘anointed one’ after that point,” Cox said, laughing.

Business Ambassadors are also drafted to go on recruiting trips and share their experiences with potential students.

One might think that Business Ambassadors serve in hopes of padding their resumes or making connections that might help them after graduation. Those interviewed, however, talked of how much they appreciate what they’ve gained from their time at USU and how they want to share that with others and help shape the future of the school.

“It gives me an opportunity to make a difference,” said Brian Francom, a Business Ambassador. “Not necessarily to gain recognition but just to be able to change the School of Business, to represent something that I feel is important to me.”
The students at North Ossetia State University probably didn’t expect a professor visiting from the Jon M. Huntsman School of Business in America to know much about Russia.

Few had met a native English speaker. They were just delighted to have a chance to test out their ideas and English on the visiting professor.

They didn’t know that Dwight Israelsen graduated from USU in 1969 with a degree in economics and a minor in Russian language. Dr. Israelsen ended up writing his dissertation on fiscal policy in Czarist Russia when he earned his doctorate at the Massachusetts Institute of Technology. He has taught courses on the economic history of Russia, the political economy of the USSR and the economic transition of Russia and Eastern Europe.

Chris Fawson, senior associate dean for academic and international affairs, made the trip with Israelsen. He said students appreciated the fact that Dr. Israelsen knew so much about Russia.

“To have an American come over who loved and respected their culture was just an incredible experience for them,” Dr. Fawson said.

Dr. Israelsen and Dr. Fawson were invited to be visiting professors for two weeks in late 2008 at North Ossetia State University. The school is located in the Republic of North Ossetia-Alania, part of the Russian Federation and located in the northern Caucasus region bordering Georgia.

The rector of the university and the dean of the School of International Affairs, where students are taught in English, invited them to be guest lecturers. Dr. Fawson taught econometrics and economic theory. Dr. Israelsen taught international economics and the history of economic thought.

“It’s a unique part of the world,” Dr. Fawson said of North Ossetia. “There’s not a lot of outside access because it’s a part of the world that has had a lot of political unrest.”

The two professors stopped in Moscow on the way home where they visited St. Basil’s Cathedral in Red Square.
Fawson said it is an area where the Huntsman School of Business can have a significant impact.

“It’s where a visit can really change the lives of the students and the faculty we interact with,” he said. “We have a broad mission to reach out and help draw people from around the world into a global community and help them feel empowered. Our trip was an outgrowth of the Huntsman School’s focus on global vision.”

Dr. Fawson said the students were very open to learning new ideas and “looking at the world through a different lens.”

“The students couldn’t have been more generous and accommodating with their time,” Dr. Fawson said. “They would pick us up in the evenings and we’d walk through the city and they would show us the things they loved about it.”

Dr. Fawson and Dr. Israelsen had worked with North Ossetia State University in 2001 when they sought USAID funding to establish an institutional relationship with the university. Because of the political unrest in the area, the program wasn’t funded, but the relationships were established.

Dr. Israelsen said on their recent trip they were exploring the possibilities of establishing a cooperative degree program like the Jon M. Huntsman School has done in China. Dr. Israelsen is the director of academic initiatives for Asia.

Dr. Fawson and Dr. Israelsen said the experience proved valuable professionally, giving them insight they would not otherwise have had.

“For us it was an educational adventure,” Dr. Israelsen said. “I had not been to North Ossetia before. We were interested in knowing what had happened to education in Russia since the breakup of the Soviet Union; what their educational system was like, how they teach and how well prepared the students are. We were very impressed.”

For more photos of the trip go to: www.huntsman.usu.edu/russia
It’s not every day a business school looks to a rugby coach for advice. And yet, the Jon M. Huntsman School of Business invited Larry Gelwix, coach of the Highland Rugby team and the inspiration for the movie “Forever Strong,” to be a Dean’s Convocation speaker last January.

Dean Douglas D. Anderson, who has worked with some of the best known business leaders in the country, introduced Gelwix, who is also CEO of Columbus Travel, as “one of the finest leaders I have ever met.”

While Gelwix spoke he was filmed by three different film crews. One of them was gathering footage which could eventually be used as part of a special feature on the “Forever Strong” DVD. Students packed the auditorium, watched on a video feed pumped to the student lounge and other areas of the building and then stood in line afterward to get a chance to talk with him.

Gelwix shared with the students what he called the “five pillars of success.”

Practice “horizontal leadership.” He said the most common type of leadership is “ego driven.” With a horizontal philosophy, he said, “Everyone has the right of human dignity, of human respect, of not being humiliated in front of their peers, of not being ripped apart.”

“There’s no such thing as negative motivation,” he said. “There is not. You can terrorize someone; you can threaten an employee with his job; you can threaten a student; you can terrorize someone within your organization, and you will get a short-term behavior change. But you’ll never capture their heart and their loyalty.” Gelwix emphasized the importance of respecting everyone.

“If you want to know what a person’s character is really like, I’m going tell you the secret; it never fails,” he said. “Watch how a person treats someone they don’t need.”

“Don’t play with snakes.” Gelwix told a story of a friend who was playing with a rattlesnake and got bit. He told the students there is a right and wrong, and they should resist the temptation to choose an unethical path just because it promises more profit.

“See the finished product.” He also said to recognize people for the potential they have and treat them as equals.

“It’s about seeing the potential in people,” he said. “As you go on to your leadership role, see the end from the beginning, as Stephen Covey would put it. See the potential. See the finished product.”

“Focus on the final score.” Gelwix encouraged the students to think about not what they are going to be, but instead, who they are going to be.

“Be men and women of integrity,” he said. “Be men and women of honesty. You’re going to get some penalty flags and fouls and missed shots along the way. You’re going to have some people take advantage of you, but you determine what the final score of your life is by not what you want to be but who you want to be.”

“Get out of the boat and drive the wagon.” Gelwix told the Biblical story in Matthew of Peter getting out of the boat in a storm and trying to walk across the water to Jesus Christ.

“I think that Peter gets a bum rap with this story,” he said, “because we always talk about his failure and his sinking … Peter got out of the boat.”

He also told a story of Salt Lake pioneer Brigham Young crossing a river as the frozen ice started to crack. When a follower suggested they stop and pray, Young said, according to Gelwix, “Brother, we said our prayers this morning, now you drive that wagon!”

“Some of us spend so much time in planning, paralyzed by fear, afraid we may look dumb, afraid we may fail, that we don’t get out of the boat and we don’t drive the wagon,” he said.

“The five things I have told you are true,” he said. “They are pillars of success that not only will not fail you, but cannot fail you.”

For a longer version of this story go to: www.huntsman.usu.edu/rugbycoach or to see a video of the convocation go to http://huntsman.usu.edu/gelwix.

Winning rugby coach shares success secrets with Huntsman students
Mark Nelson said he remembers the first time his Highland Rugby team played Utah State University.

He said he was so afraid that he was physically shaking before the game, fearing they would “get killed” by the college players.

“The first five minutes of our first game were terrible,” he said. “Three of my teammates were literally carried off the field from injuries that included a broken leg and a dislocated collar bone.”

Gelwix, however, seemed confident his high school club team could win. He encouraged them on, and, after their “initial shock,” the team started to play hard, Nelson said. They won.

However, the real victories, if Gelwix is to be believed, happened later in Nelson’s life as he reaped the benefits from applying the principles Gelwix taught him.

“I remember him putting his arm around me,” Nelson said, “and telling me that he is expecting big things out of me in life, that I had the potential to do amazing things.”

Nelson said he went on to get his MBA from Harvard and to found his own private equity fund and consulting firm, “Value Added.”

It’s clear Gelwix is proud of the way his teams have played; in 33 years of coaching, his teams have earned a 379 – 9 record. The USA Rugby association has held national championships for 24 years and Highland Rugby has won 18 national championships.

Gelwix’s rugby success was the inspiration for the movie “Forever Strong,” a film that was released in fall 2008 and is due out on DVD in April 2009. Gelwix said the movie combines true stories from several seasons and puts them all into one season.

Gelwix is the CEO of Columbus Travel and former CEO of WinAir. Gelwix was one of the principal owners of Morris Travel, a firm he and his partners sold in 1995. He is the “Getaway Guru” on KUTV, 2 News This Morning, and on his syndicated radio program “Travel Show.”

Bob Nilsen is a former player who went on to become president of Burger King and chief operating officer of Taco Bell. He is now the president, COO and owner of Café Rio.

He said Larry has “the whole package” when it comes to leadership. “He is not an in-your-face coach, but he captivates your mind, your passion – you want to win for the man, you want to excel and you want to live a good life.”

John Kimball is now the senior vice president of business operations at Réal Salt Lake. He said he still teaches and applies what he learned from Gelwix in his work.

“The principles the coach taught make perfect sense in business,” Kimball said. “He taught us to leave it all on the field. He taught us to be unified as a team and focus on a worthy goal. He demonstrated leadership by caring about individuals. If you could get just those three principles into play in a business, it would drive performance unlike anything the world has seen.”

Gelwix often says if his coaching were just about Rugby he would have retired years ago. He says he finds it most rewarding when a player tells him, “You changed my life.”

“When you change one person’s life,” he said, “you change generations.”

For a longer version of this story go to: www.huntsman.usu.edu/champions
Business leaders emphasize the importance of ethics, gratitude and global vision

Editor’s note: Here is listing of just some of the speakers who have visited the Huntsman School of Business in recent months.

SAM CLARK
The president and CEO of the Dale Barton Agency, Sam Clark, told a Dean’s Convocation audience in October 2008 how consistently choosing an ethical path has helped him build the kind of reputation that has led to his company’s success and growth.

He told numerous stories about how holding to high ethical standards has paid off in his business and suggested each student make a decision now to be a “man or woman of integrity.”

“It takes 30 years to build a reputation,” he said, “and you can lose that reputation in 30 seconds.”

LEW CRAMER
Lew Cramer, president and CEO of the World Trade Center Utah, told the students they will need to think globally to succeed.

Cramer served as the director general of the U.S. and Foreign Commercial Service, leading the United States’s commercial staff of 1,400 employees at more than 120 embassies overseas and in 65 offices throughout the United States. Utah Gov. Jon M. Huntsman Jr. drafted him to be the president and CEO of the World Trade Center Utah, in 2006.

“You may not all be going global,” he said, “but you all need to be globally competitive. This is a world where globalization is like a tsunami, sweeping across the landscape.”

SCOTT HUSKINSON
A Logan businessman, Scott Huskinson, who started a company that has become a leading supplier of wrist bands traditionally used in fund raising, was presented with a Professional Achievement Award in September 2008.

Huskinson’s biggest entrepreneurial move came when he started a company with a friend, Clay Broadbent, called Reminderband just after Lance Armstrong made the “Live Strong” bands popular. Huskinson and Broadbent have since launched iFrogz, a company that is now the leading supplier of iPod accessories. Huskinson, ’01, marketing education, is now the CEO and president of Reminderband and iFrogz.
**Darwin John**
The former CIO of the FBI, Darwin John, told students that they need to develop their “soft skills.”

John spoke to one of Katherine Chudoba’s management information systems classes in 2008, and told the students, “The hard skills, the technical skills, those kinds of skills are what get you in the door,” he said. “The soft skills are what cause you to succeed. If you don’t have the soft skills, you’ll drop out early.”

John served for more than 12 years as the managing director of information and communication systems worldwide for the Church of Jesus Christ of Latter-day Saints. He has also served as the CIO of the FBI, as a special advisor to the director of the FBI and a member of the FBI’s Science and Technology Board. He is now a strategic advisor to Blackwell, Management and Information Technology Consultants.

John, who is also the chair of the Advisory Board for the Management Information Systems Department, talked with the students on a range of topics, nearly all of them relating to ethical leadership.

**David Cay Johnston**
David Cay Johnston, a Pulitzer Prize-winning reporter and author, spoke at the Partners In Business Intermountain Accounting Seminar in October 2008 about some of the problems that he said have evolved with the U.S. tax system.

Johnston was awarded the 2001 Pulitzer Prize for Beat Reporting “for his penetrating and enterprising reporting that exposed loopholes and inequities in the U.S. tax code, which was instrumental in bringing about reforms.”

After he spoke Johnston summed up his message.

“Our current economic policies do violence to the most conservative, time-tested principles of markets, taxes and spending policies,” he said. “And if we don’t get out of the sound bites and the myths they have created, it will eventually destroy our country.”

**Frank Nothaft**
Frank Nothaft, vice president and chief economist for Freddie Mac, spoke at the Partners In Business Finance Seminar in January 2009 and predicted this recession will be the longest and most severe the nation has had since the 1980’s.

“I wish I had better news to share with you,” he said at the beginning of his presentation. “I just want to prepare you. I’ve got a lot of grim news on the macro outlook and on the housing and mortgage markets.”

He predicted that the recession would last until the mid part of 2009, maybe longer.

**Brad Rich**
Brad Rich, executive vice president and chief financial officer of SkyWest, may be the only Professional Achievement Award recipient who had no idea he was about to be honored until Dean Douglas D. Anderson started to introduce him.

Dean Anderson asked everyone to stand and then explained that they would all learn who had been selected for the award through a process of elimination. First, everyone who was not a USU graduate was asked to sit down. Then, everyone who wasn’t a grandfather was asked to sit down. It didn’t take long to narrow things, especially after everyone who had not been named a finalist for CFO of the year in 2008 by Utah Business Magazine was asked to sit down.

Rich, ’85, accounting, said some graduates enter the workforce with a grateful attitude about the opportunities they’ve been given and others come with a feeling of entitlement. He said he hopes students will understand the benefits of being grateful for their upbringing, their parents, the quality of their education, their professors and for their employers.

For longer versions of these stories and links to videos of the convocation addresses go to: www.huntsman.usu.edu/leaders
Twenty new inductees to the Old Main Society have connections to the Jon M. Huntsman School of Business

In 2008, 20 people who were inducted into the Old Main Society had ties with the Jon M. Huntsman School of Business.

To become a member of the Old Main Society, a donor’s lifetime giving to Utah State University must have reached a total of $25,000 or more.

The most recent inductees include:

- **Alan K. and Kathleen Allred.** Alan, who graduated with a bachelor’s degree in finance from the Huntsman School of Business in 1974, was the president and CEO of Questar Gas and the executive vice president of the Questar Gas Corporation. Kathleen graduated with a bachelor’s degree in English from the College of Humanities, Arts and Social Sciences in 1972. The Allreds’ gifts support the Utah Business Week Scholarship and provide general support for the Huntsman School.

- **Marc and Debbie Bingham.** Marc, who graduated with a bachelor’s degree in wildlife management from the College of Natural Resources in 1963, started Phone Directories Company and is a five-time winner of the “Publisher of the Year” award from the Association of Directory Publishers. He is currently the CEO of Blue Diamond Capital, an investment firm. Debbie is a member of the Foundation Board of Utah Valley University. The Bingham’s are recognized for their gift to construct the Bingham Entrepreneurship and Energy Research Center on the Uintah Basin Campus.

- **Kem C. and Carolyn Gardner.** Kem was the co-founder and president of the Boyer Company L.C. a firm with development projects all over the Intermountain West, including the Gateway in downtown Salt Lake City. He is now chair of Gardner Properties L.C. Kem and Carolyn were recognized for their gift to the Jon M. Huntsman School of Business.

- **Reed and Cindy Gardner.** Reed is the owner of Electrical Wholesale Supply (EWS) in Salt Lake City. EWS has been a family business since 1961 where his father, Ken, started it in Idaho Falls, Idaho. Reed took over the business in 1988 and it now has eight branches and employs more than 150 people. The Gardners are recognized for their ongoing gifts to fund the Electrical Wholesale Supply Scholarship, which supports students in the Huntsman School of Business.

- **Richard and Julie King.** Dick, who graduated with a bachelor’s degree in management information systems from USU in 1972, is vice president of Associated Foods in Salt Lake City. He received a commission in the U.S. Army through the USU ROTC program. He serves on the Jon M. Huntsman School of Business National Advisory Board. Julie, who attended USU and Boise State University, is the historian of Associated Foods. The Kings are recognized for their gifts to the Huntsman School of Business and the USU libraries.

- **Shauna and Tom Mabey.** Shauna was the director of sales and marketing at The Pasha Group, a transportation and logistics company. She was also the first woman to be a national account sales manager for Ryder Systems Inc. Tom owns Sahara Inc., a development and construction company. The Mabey’s are recognized for their gifts to the Jon M. Huntsman School of Business National Advisory Board Scholarship.

- **William G. and Billie L. Murray.** Bill, who graduated cum laude from USU in 1972 with a bachelor’s degree in political science, is a partner in the law firm of Orrick, Herrington & Sutcliffe and is the chair of the Global Real Estate Group in San Francisco, Calif. The Murays are recognized for their support of the Billie L. Murray and William G. Murray Jr. Scholarship and another scholarship, which supports global business initiatives.

- **Jason and Melanie Pond.** Jason, who received a bachelor’s degree in marketing from the Huntsman School of Business in 1997, is the president of the Logo Shop, Inc., in Logan. Melanie, who graduated with a bachelor’s degree in human resource management in 1996 and an MBA in 1998 from USU, is director of human resources for the USU Space Dynamics Laboratory. The Ponds are recognized for their gift to the Big Blue Scholarship Fund.

- **E. Floyd and Hazel Ross.** Floyd Ross joins the Old Main Society for the contribution he made in memory of his wife, Hazel. Hazel graduated from USU with a bachelor’s degree in elementary education in 1939. He helped build a telephone cooperative that became the Uintah Basin Telephone Association. Floyd and Hazel went on to purchase and manage a phone system company in Parker, Ariz. The Roses are recognized for a scholarship to the Uintah Basin Regional Campus, which will support students seeking a degree in the area of business entrepreneurship.

- **Vonetta S. and Woody B. Searle.** Vonetta made her gift in honor of her late husband, Woody. Woody owned and operated a number of businesses including: Searle Hide & Fur, Searle Savings Center, Searle Gas Company, Diamond Hills Motel and Restaurant and the Searle Saddle Shop. Vonetta was a member of the Business and Professional Women’s Club. Vonetta is recognized for her gift to the Woody B. and Vonetta S. Searle Faculty Endowment at the Uintah Basin Campus which will be used to hire faculty teaching business management, accounting, finance, marketing and related business programs.

For longer versions of these stories go to: www.huntsman.usu.edu/oldmain
Keep in Touch

‘50’s

Calvin Jorgenson, ’50, works in sales at Montana RV Center and lives in Helena, MT.

Reed Bernston, ’56, works in advertising at Crawford Doors and resides in Murray, UT.

Albert Kimber, ’56, is employed as a bus driver for Weber Company Transportation and resides in Roy, UT.

Sherman Tingey, ’58, works as a statutory agent with Taxi Tops, LLC and lives in Tempe, AZ.

Gordon Beckstead, ’59, is owner of Amherst Partners, LLC and chairman of the board and treasurer at V2K International Inc. and resides in Parker, CO.

Kay Christensen, ’59, is president and CEO for K & D Marketing and resides in Lehi, UT.

‘60’s

Vernal Sessions, ’60, is employed at Wachovia Securities, Inc. and lives in Mesa, AZ.

Gene Jensen, ’63, works for Alamo Community College and lives in San Antonio, TX.

Richard Gordon, ’64, owns Westgate Lofts and makes his home in Salt Lake City, UT.

Steve Bailey, ’65, is a co-owner of Powderhorn Ski Resort and lives in Ridgway, CO.

Karen Peterson, ’65, is an assistant director with San Joaquin Delta Community College and resides in Stockton, CA.

Steven Reeder, ’65, is owner of Trails West of Idaho, Inc. and lives in Thatcher, ID.

Gaylen Hoyt, ’66, is a secretary with Logan Cache Rich Federal Credit Union and makes her home in North Logan, UT.

Mike Dryden, ’67, works in sales at TexsAmerica Laboratories, Inc. and resides in Discovery Bay, CA.

Dennis Parker, ’67, serves as an executive vice president for Thermo King Northwest, Inc. and lives in Portland, OR.

Bill Skidmore, ’67, works as a stockbroker with First Financial Equity and lives in Sun City, AZ.

Karl Worthington, ’67, is an intern/VP for academic affairs at Utah Valley University and makes his home in Orem, UT.

Ronald Cetraro, ’68, works as a senior advisor for The Claro Group and makes his home in Pleasant Hill, CA.

John McKinnon, ’68, is president and owner for McKinnon CFO Services, LLC and resides in Waukesha, WI.

Val Bangerter, ’69, is employed by V & J Holdings, LLC and lives in Lake Oswego, OR.

Thomas Barker, Jr., ’69, is director of Medical Hearing Clinic, Inc. and resides in Oro Valley, AZ.

William Brinton, ’69, is employed by IPC Construction Co. and makes his home in Midvale, UT.

Kurt Larsen, ’69, is president and CEO for Resource Management, Inc. and resides in Midvale, UT.

‘70’s

Russell Fjeldstad, ’70, is owner of Mountain Place Properties, LLC and makes his home in Logan, UT.

Harold Hess, ’70, is a sales associate at Coldwell Banker and lives in Ogden, UT.

Sharon Parker, ’71, is employed as a realtor for At Home Realty Network and makes her home in Wellsville, UT.

Lois Price, ’71, is an archivist at Logan Library and resides in Logan, UT.

H. Bert Ashcroft, ’71, works as a tax manager at Utah State Tax Commission and lives in Salt Lake City, UT.

Vicky Hammond, ’71, is a self-employed piano instructor and lives in McKinney, TX.

Gary Kelley, ’71, works in purchasing at Bio-Rad Labs and makes his home in El Dorado Hills, CA.

Brent Payne, ’71, serves in emergency medicine with Intermountain Healthcare and makes his home in Riverton, UT.

Lowell Rex, ’71, works in marketing at Investment Advisors International and lives in Camarillo, CA.

David Shaw, ’71, is employed at Academy Mortgage Corporation and resides in Sandy, UT.

Gaye White, ’71, is director of air, missile and national defense with the Computer Sciences Corporation and resides in Monument, CO.

Max Berry, ’72, works as a superintendent with Perini Building Company and lives in Las Vegas, NV.

Michael Fletcher, ’72, is CFO of Energy Corporation of America and makes his home in Englewood, CO.

Gary Gneiting, ’72, is VP and manager at The Bank of Commerce and makes his home in Rigby, ID.

Erle Orman, ’72, is a utility analyst for the State of Utah and lives in Ogden, UT.

T. Jed Speth, ’72, is CFO of Phoenix Consulting Group, Inc. and makes his home in Huntsville, AL.

Curtis Steele, ’72, is owner of Office Equipment Company, Inc. and makes his home in Price, UT.

Kent Wakefield, ’72, is president and CEO for The Wakefield Company, LLC and resides in New York, NY.

Dennis Watson, ’72, serves as a faculty member at Salt Lake Community College and lives in Salt Lake City, UT.

Bruce Anderson, ’73, works as a senior healthcare consultant at Pfizer, Inc. and makes his home in Riverton, UT.

Robert Bench, ’73, is employed as a CEO and director for Bayhill Capital Corporation and resides in Orem, UT.

Jenean Gross, ’73, works as a substitute teacher with Pomona School District and lives in Diamond Bar, CA.

Steve Reether, ’73, is owner and president of Farm Basket and lives in Las Vegas, NV.

Mel Workman, ’73, is owner of Insurance Network and lives in South Jordan, UT.

Randy Anderson, ’74, is president and CEO for STI Automation Sensor Division and resides in Providence, UT.

Gary Cornia, ’74, is dean for the Marriott School of Management at Brigham Young University and resides in Orem, UT.

Wayne Crawford, ’74, is co-founder of Fast Market Focus and makes his home in Whittier, CA.

Rep. Gage Frazier, ’74, is president for Gage Frazier and Associates, Inc. and lives in Huntsville, UT.

Shauna Hicken, ’74, works as a senior accountant for Sirst-Dynix and lives in Springville, UT.

Nancy Potter, ’74, is a partner at Bennion Group and lives in Provo, UT.

Joseph Richards, ’74, is a consultant for Farmers and Irrigators Rights and lives in Milton-Freewater, OR.

Larry Welch, ’74, is owner and president of Gold Key Realty, Inc. and lives in Logan, UT.

Gregory Erickson, ’75, is employed by Factor 10, LLC and lives in River Falls, WI.

Brent Meikle, ’75, is employed as a business manager with DATC and resides in Farmington, UT.

Scott Nelson, ’75, is president for Woodside Group, Inc. and resides in Ogden, UT.

Jeanette Pitcher, ’75, is employed as a realtor for R & R Realty and makes her home in Pleasant Grove, UT.

William Windle, ’75, is an IT project manager with City of Carson City and makes his home in Reno, NV.

Michael Dunn, ’76, is president and executive secretary for Sigma Chi International Corporation and resides in Evanston, IL.

Kenneth Hammerle, ’76, is CEO of Equinox Land Group and makes his home in Littleton, CO.

Don Johnson, ’76, is a manager of special projects for The Church of Jesus Christ of Latter-Day Saints and lives in Centerville, UT.

Terry Oliver, ’76, is senior VP at Cache Valley Bank and lives in Logan, UT.

Paul Reese, ’76, is employed as a treasurer, director and secretary with Big J Milling & Elevator Company, Inc. and makes his home in Brigham City, UT.

Scott Ulbrich, ’76, is owner of Arrowhead Consulting, LLC and makes his home in Salt Lake City, UT.

Joe Bailey, ’77, is VP of finance and controller at BBVA Bancomer and lives in Chino Hills, CA.

James Hall, ’77, is employed as a business manager with Claremont Medical Center and resides in Claremont, AB.

Ronald Hitchcock, ’77, works as the superintendent for the Multnomah Education Service District and lives in Gresham, OR.

Thomas Rattle, ’77, is an account executive at Robert Half International, Inc. and lives in West Linn, OR.

J. Scott Clark, ’77, is owner of Impact Commercial Solutions and makes his home in Hyde Park, UT.

James Thomas, ’77, is an operations manager at Boise, Inc. and resides in Meridian, ID.

Bill Ward, ’77, is an associate dean for Cal State University—San Marcos and resides in San Marcos, CA.

Chris Allison, ’78, is a sales marketer at Digital Bridge and resides in Salt Lake City, UT.

Larry Bywater, ’78, is president of LMB and a mortgage consultant for NorthPoint Financial Services and resides in Park City, UT.

Marie Larson, ’78, works as a special education teacher with Edith Bowen School and makes her home in Logan, UT.

Douglas Anderson, ’78, is owner of Anderson Glass and resides in Rigby, ID.

Brad Bearsworth, ’79, is owner of WZKO Enterprises, LLC and resides in Providence, UT.

Richard Bell, ’79, is president and CEO for Six Star Solutions and resides in Park City, UT.

Kendall Brough, ’79, is CFO of Star Valley Medical Center and makes his home in Afton, WY.

Larry Carlson, ’79, works as a commercial insurance agent at Habi International and makes his home in Idaho Falls, ID.

Paula Kjar, ’79, is employed as an instructional assistant for Folsom Cordova Unified School District and resides in Folsom, CA.

Kay Monroe, ’79, is a manager for Hinton Burdick and lives in Monroe, UT.

Jim Simkine, ’79, is a partner at Meadowbrook Court Apartments and lives in Mill Valley, CA.

Terrell Sparks, ’79, is VP of The Argent Group and resides in Sandy, UT.

Nancy Tillotson, ’79, is a secretary and treasurer with SST Management, Inc. and makes her home in Sandy, UT.

‘80’s

Dale Anderson, ’80, is a program manager at Flying J and makes his home in Ogden, UT.
Hamid Reza Azad, ‘80, is an accountant and lives in Foster City, CA.
Paul Beard, ‘80, is owner of Community Management, Inc. and R. Paul Beard and Associates and resides in Sandy, UT.
Bruce Davis, ‘80, is vice provost for continuing education and career and technical education at Weber State University and resides in Layton, UT.
Kent DeHart, ‘80, is a SBA manager with Far West Bank and lives in North Salt Lake, UT.
David Geary, ‘80, is CFO of Cache Valley Specialty Hospital and resides in Logan, UT.
Bruce McMurdie, ‘80, is a senior tax manager for Tickermaster and resides in Glendale, CA.
Shawn Meador, ‘80, is a shareholder with Woodburn and Wedge and lives in Reno, NV.
Jeanie Kerbs, ‘82, is a counselor for Burley High School and lives in Burley, ID.
Lawrence Evans, ‘84, is executive assistant for Crown Castle and makes her home in Las Vegas, NV.
Gary Magner, ‘84, is senior VP of client services at TIAA-CREF and resides in Arvada, CO.
Shirley Smart, ‘80, is employed as a branch manager for Smith Barney and resides in Smithfield, UT.
Kathy Munns, ‘81, is a librarian and lives in Centerville, UT.
Jonathon Bunker, ‘82, is CEO of COO for Sierra Health Services and resides in Las Vegas, NV.
Scott Donars, ‘84, is a sales representative with Wilbur-Ellis Company and makes his home in Ririe, ID.
Kerry Rawlins, ‘84, works for The Church of Jesus Christ of Latter-day Saints and lives in Orem, UT.
Richard Valenza, ‘84, is VP and controller for RBF Consulting and resides in Peoria, AZ.
Kurt Fullmer, ‘85, is VP of American CareSource Holdings and makes her home in Southlake, TX.
Kamarudin Bin Min, ‘86, is employed as a partner and community manager at Century 21 and resides in Providence, UT.
Mark James, ‘86, is senior VP at Honeywell International, Inc. and lives in Morristown, NJ.
Dixie Madsen, ‘86, is employed as a public education coordinator for Intermountain Donor Services and makes her home in Layton, UT.
Brett McGree, ‘86, is senior VP at Giant Eagle, Inc. and lives in Sewickley, PA.
Kathleen Neal, ‘83, serves as an executive assistant for Crown Castle and makes her home in Chandler, AZ.
Cynthia Smith, ‘83, works as a commercial coordinator at Alfa Mechanical and makes her home in Erie, ID.
Tasha Swahn, ‘83, is employed at the Nath Law Group and makes her home in Salt Lake City, UT.
Robert Young, ‘83, works as a state agent with Cincinnati Insurance Company and lives in Salt Lake City, UT.
Scott Dansie, ‘82, is an owner of Lugar-Ellis Company and makes his home in Park City, UT.
Lawrence Evans, ‘84, is owner of Lock-It-Up Self Storage and VP and partner with Nixon and Nixon, Inc. and lives in Ogden, UT.
Dennis Price, ‘85, works as a controller at Barricade Services and lives in West Jordan, UT.
Richard Greene, ‘82, serves as an executive VP for Nucor Steel and makes his home in Naperville, IL.
Les Patterson, ‘82, is a lieutenant colonel in the Air Force Reserves and lives in Morristown, NJ.
Mark Forstgren, ‘84, is a math teacher and assistant principal at White Pine Middle School and resides in Richmond, UT.
Darl Nelson, ‘82, is employed as a relationship manager at Met Life Home Loans and lives in Mound House, NV.
Michelle Kerelman, ‘85, works as a controller at Baricade Services and lives in West Jordan, UT.
Terry Hogan, ‘85, is a corporate strategist for LANDesk and lives in Alpine, UT.
Dixie Madsen, ‘86, is employed as a partner and community manager at Century 21 and resides in Providence, UT.
Mark James, ‘86, is senior VP at Honeywell International, Inc. and lives in Morristown, NJ.
Dixie Madsen, ‘86, is employed as a public education coordinator for Intermountain Donor Services and makes her home in Layton, UT.
Brett McGree, ‘86, is senior VP at Giant Eagle, Inc. and lives in Sewickley, PA.
Kamarudin Bin Min, ‘86, is employed as lead of the strategic unit at Malaysian Ministry of Science and resides in Kuala Lumpur, Malaysia.
Brucie Plummer, ‘86, is president for Quest Software Systems and resides in Draper, UT.
Robert Rasmusson, ‘86, is a partner at Mellotti & Rasmusson and lives in Laguna Niguel, CA.
Craig Ricks, ‘86, is CFO of Remindervand Inc. and resides in Smithfield, UT.
Cindy Archibald, ‘87, is owner of Exceed Systems, LLC and resides in Smithfield, UT.
Benjamin Brown, ‘87, is a director of corporate real estate at American Pacific Corporation and resides in Henderson, NV.
Quinn McKenna, ‘87, is COO of the University of Utah Hospital and makes his home in Farmington, UT.
David Milles, ‘87, is president for Hawks Bay, LLC and resides in Seal Beach, CA.
Larry Ricks, ‘87, works for VSR Logistics and makes his home in Los Alamitos, CA.
Brian Schoeder, ‘87, is employed at Black Hawk and makes his home in Caldwell, ID.
Terry Speth, ‘87, is VP of finance at Horizon Financial & Insurance Group and resides in Gilbert, AZ.
Pamela Wingard, ‘87, is owner of Carolina Design Studios, LLC and makes her home in Charlotte, NC.
Richard Arata, ‘88, is a senior manager for Accenture and resides in Greeley, CO.
Daniel Bell, ‘88, is owner of Retirement Plan Solutions Administrators and makes his home in Bountiful, UT.
Suzette Eckman, ‘88, is owner and executive director of customer service of Voice Plus, Inc. and lives in Roseville, CA.
“I owe something to those who have helped me along the way.”

“I got my degree and that got me a job,” Anderson said. “I just feel you try to look for more that you can do.”

“I think this is when philanthropists need to step up,” said Anderson.

“Gary Anderson wins third Heart and Hands Award

When the economy falters, contributions to even the most worthy causes may drop off.

However, Gary Anderson, who graduated in 1978 with an accounting degree from USU, is one alumnus who feels now is not the time to pull back support.

“You try to look for more that you can do.”

In December 2008, Anderson received the Heart and Hands Award for the third time. The award is sponsored by the Utah Nonprofits Association and the Utah Society of Fund Raisers. It recognizes people who make significant contributions through their volunteer or philanthropic service.

Anderson contributes to the Jon M. Huntsman School of Business National Advisory Board Scholarship, the Big Blue Scholarship and the Huntsman School of Business Dean’s Fund.

Anderson came up with the idea to host an Entrepreneur Day or eDay each year and he has been a major supporter of the event since he founded it. This year eDay has become eWeek and, in addition to the Elevator Pitch competition, it will feature a new “Business Creation Event.” The event will give students the chance to compete in a 72-hour contest that will test each team’s ability to promote and sell a product or service based on a common item such as a water bottle. The Elevator Pitch competition gives students a chance to pitch their best ideas to a panel of successful entrepreneurs and win cash to help get their ventures off the ground.

The eDay event, which is organized by the USU Entrepreneur Club, exposes students to entrepreneurial experiences, opens them to new possibilities, and helps them better understand the free enterprise system. The event also gives students an opportunity to interact with successful entrepreneurs, like Anderson, on a one-on-one basis.

Anderson also serves on the National Advisory Board for the Huntsman School of Business, the Advisory Board for the Athletic Department and is the chairman of the Entrepreneur Founders’ Board.

“I got my degree and that got me a job,” Anderson said. “I just feel I owe something to those who have helped me along the way.”
New scholarship honors Ross Robson, benefits students
The man who is credited with building the Shingo Prize’s national reputation is still working to give students a competitive edge despite the fact that he is no longer on campus.
Ross Robson retired from his position as executive director of the organization that is now called the Shingo Prize for Operational Excellence in 2008. The Jon M. Huntsman School of Business has established the Ross & DaNece Robson Scholarship in Lean Management to recognize Robson’s contributions. The Shingo Prize and the Jon M. Huntsman School of Business contributed $100,000 to get the scholarship started, with the hope that Professor Robson’s many admirers will contribute to its growth and maintenance. The scholarship will be targeted at students who are interested in making “lean” a part of their educational focus.
The lean philosophy was originally articulated by Shigeo Shingo, an industrial engineer in Japan whose teachings have been key to Toyota’s success. In 1988 he came to USU and was recognized with an honorary doctorate in business. The Shingo Prize organization was created not long after that visit.
“I’m pleased to see this scholarship established,” Robson said. “I want to see students have the opportunity to make a study of lean principles part of their curriculum. The application of lean can benefit companies, organizations and government entities by helping them become more efficient and profitable. That’s something this struggling economy desperately needs.”
Robson said that when he was at USU he saw students benefit from their work with the Shingo Prize. Some made high-level connections at Shingo conferences that led to work with major companies such as Toyota, Ford and Boeing. Many students have gained a competitive edge from their lean training at USU.
Since retiring, Robson has founded DnR Lean, LLC, a consulting firm, and is a representative with Autoliv Lean Consulting. He is working on two books with previous Shingo Prize companies about applying lean principles.
Those interested in donating to the Ross & DaNece Robson Scholarship in Lean Management may phone McKenzie Rees at 435-797-2449, or contact her via email at mckenzie.rees@usu.edu.
Charles Degraffenried, ‘94, is a materials and planning manager at Watson Pharmaceuticals, Inc. and lives in Kearns, UT. Julie Erickson, ‘94, is an operations manager at Intermountain Healthcare and resides in Hyde Park, UT. Zane Heninger, ‘94, is president of Rocky Mountain Medical Management and resides in Denver, Colo. Karen Hinds, ‘94, is a development manager for the Ogden-Weber Applied Technology College and makes her home in Ogden, UT. Scott Knell, ‘94, is owner of Jack’s and makes his home in San Francisco, CA. Tho Huu Nguyen, ‘94, is owner of Thomas Nguyen International, Inc. and resides in Spanish Fork, UT.

Andrew Osdom, ‘94, is senior VP and national sales manager at Summit Financial Resources and lives in Draper, UT. Hoyt Skabelund, ‘94, is employed as a hospital administrator for Dan C. Trigg Memorial Hospital and resides in Clovis, NM. Agneta Westen-Sullivan, ‘94, is an assistant manager with Smith’s Marketplace and resides in Logan, UT. Jason Baker, ‘95, is VP of Allied Home Corporation and makes his home in Katy, TX. Troy Bue, ‘95, is president for Ideal Resource Group and lives in Newman Lake, WA. Kirk Bourn, ‘95, works for Zions Management Services Company and makes his home in Highland, UT. David Briggs, ‘95, works as a senior IT and business analyst for Safeeco Insurance Companies and lives in Mountlake Terrace, WA. Jeffery Gleed, ‘95, is an assistant meat department manager with Kent’s Market and resides in Brigham City, UT. Heidi Gurg, ‘95, is an account manager at FDB and lives in Santa Ana, CA. Charles Hobson IV, ‘95, is a senior project manager for RR Donnelley & Sons Company and resides in Logan, UT. Candace Isaac, ‘95, is employed as a HR director with Hokima, Inc. and resides in Layton, UT. David Jenkins, ‘95, is president and CEO for Conservise and resides in Logan, UT. Matthew Martinez, ‘95, serves as an executive director for Nightclub Entertainment for Revolution and lives in Fort Lauderdale, FL. Todd Wilson, ‘95, is an account manager at The Scooter Store and lives in Kaysville, UT. Daniel Brackner, ‘96, works as a commercial and compliance manager at Rio Tinto and makes his home in West Jordan, UT. Cort Christensen, ‘96, is an ATM manager for Transportation Alliance Bank and resides in Hyde Park, UT. Jonathan Duersch, ‘96, is an assistant chief accountant at the US Security and Exchange and resides in Centreville, VA. Brian Ebright, ‘96, is CFO of Arizona Spine & Joint and resides in Mesa, AZ. Chiu-yang Lee, ‘96, is a manager for Wei Chuan USA, Inc. and lives in Fresh Meadows, NY. Colette Mortenson, ‘96, is employed as a CPA for Dodge Evans & Co CPAs and makes her home in American Fork, UT. David Mortenson, ‘96, works as a senior hospital sales representative with Merck & Company and resides in Highland, UT. Steven Obie, ‘96, is a program analyst at Questar Corporation and makes his home in Tonnele, UT. Brian Owens, ‘96, is a plant manager at Pacific Cheese and lives in Amarillo, TX. Jill Ann Pack, ‘96, is owner and director of TaVeei and lives in Mendon, UT. John Patterson, ‘96, works for Adams & Petersen CPAs, LLC, is a major in the Utah Army National Guard and resides in Morgan, UT. Kyle Snow, ‘96, serves as an executive director for Northwest Counseling Center and lives in Roosevelt, UT. Jason Vernon, ‘96, serves as an excise tax project lead for Sunoco and lives in East Fallowfield, PA. Brad Wilson, ‘96, is employed as an HR manager with Glanbia Food Inc. and resides in Rupert, ID. Jared Wimburn, ‘96, is an accountant at Bard Access Systems and lives in Salt Lake City, UT. Jose Blanco, ‘97, is a partner at Giel Partners, LLC and lives in Davis, CA. Blake Bodell, ‘97, is an area builder manager with Black and Decker and resides in Apache Junction, AZ.

Two Huntsman alumni fund scholarships for single women

Two brothers who attended USU together and started their own company while at the Jon M. Huntsman School of Business, are now paying for four single mother’s scholarships each year that help single mothers get through school. Steve and Betty Stokes and Ross and JoAnn Stokes have been contributing to help out single mothers reentering USU for years now.

Steve said they get to meet those they help and have been impressed with how dedicated these women are to their children, to the “process of advancing themselves” and with how much they want to set an example for their children about the value of education.

“I don’t understand how a single mother going back to school can raise children, study and earn enough money to pay for their schooling,” he said. “We have a place in our heart for these women and we’d like to see if we can help them.”

They started donating through the Cache Valley Chamber of Commerce that has a program that promotes women in business. Scholarship recipients, who are selected by an independent committee, can get up to two-years of assistance if they qualify for it. Steve said they admire the determination these women have to push forward and get their education despite the obstacles.

“These people aren’t looking for hand outs,” Steve said. “They are just looking for a hand up. They want to do the best they can. We recognize that we are just scratching the surface. You’d like to be able to help every one of those reentry mothers.”

Steve and Ross started Stokes Brothers while they were at the Jon M. Huntsman School of Business, a company that initially rented out used TVs to college students. Steve, who graduated with a bachelor’s degree in marketing with a minor in economics in 1972, is now the CEO of Structured Finance Corporation, d.b.a. as Team Properties and Finance. Betty attended USU in 1985 and, with Steve, has raised two children. They now have six grandchildren.

Ross got his bachelor’s degree in business administration in 1975. Ross now owns a private finance company.

A team of Huntsman students prepared a Real Estate proposal last year as part of the Utah Real Estate Challenge for the possible development of a piece of Logan property owned by Steve, and the Huntsman team won first place. The students received $20,000 for their winning efforts. Steve said he and Betty also contribute to Enterprise Mentors International, a non-profit organization that provides business training, mentoring and microfinance services to struggling entrepreneurs in developing nations.
Mayu Chijina, ’97, works as a software productivity engineer with Agilent Technologies, Inc. and lives in Santa Rosa, CA. Amber Crowell, ’97, is owner of MemoryWorks and makes her home in Ogden, UT.

James Davenport, ’97, is a financial advisor for Lincoln Financial Advisors Corporation and lives in Centerville, UT.

Gregory Graham, ’97, is a landscape architect at Earthscape Design Associates and makes his home in Riverton, UT.

Richard Hentie, ’97, works for Construction Truck and Trailer Company and makes his home in Logan, UT.

Ray Hussey, ’97, is owner and broker of Uintah Basin Insurance and lives in Roosevelt, UT.

Rebecca Loutensock, ’97, is employed as a systems analyst at Pacetrack and makes her home in Salt Lake City, UT.

David Lund, ’97, is owner of Rivermill Cabinet and makes his home in Smithfield, UT.

Rachel McPhail, ’97, is employed as an instructional designer for Allen Communication Learning Services and lives in Salt Lake City, UT.

Tyler Quigley, ’97, is a financial representative for Trapper’s Loop Commercial, LLC and lives in Morgan, UT.

Thomas Richards, ’97, is senior VP of national sales at Peak’s and resides in Logan, UT.

Julie Robbins, ’97, is VP for sales and marketing at ZAGG Inc. and lives in Alpine, UT.

Craig Spencer, ’97, works as a controls manager at Intel Corporation and lives in Payson, UT.

Timothy Tingley, ’97, is director of community and economic development with Murray City and resides in Pocatello, ID.

Craig Adams, ’98, is director of customer experience for Akamai Technologies and resides in Dedham, MA.

Michael Allee, ’98, is an investment representative with Edward Jones Investments and makes his home in Vass, NC.

Scott Allen, ’98, works as a senior HR manager for Comcast and makes his home in Herriman, UT.

Brian Anderson, ’98, is director of operations for Red Bridge Capital and makes his home in Sandy, UT.

Melissa Archibald, ’98, is a senior marketing project manager for FreeMotion Fitness, Inc. and lives in Colorado Springs, CO.

Marina Balabaeva, ’98, works as a senior business analyst for Johnson & Johnson and makes her home in Fullerton, CA.

Jeanna Ball, ’98, is employed by Wells Fargo and makes her home in Salt Lake City, UT.

Michael Banta, ’98, is director of sales - western region for MSI Systems Integrators and makes his home in Layton, UT.

Heather Bennett, ’98, is director of financial planning and analysis at Toys “R” Us and resides in Wayne, NJ.

Bradley Bishop, ’98, is an annual fund supervisor with Southern Utah University and resides in Cedar City, UT.

Jared Cheney, ’98, is a senior software engineer for TSheets.com and resides in St. Paul, MN.

Brenda Christensen, ’98, works as a senior integration consultant with Siemens Medical Solutions USA, Inc. and makes her home in Sandy, UT.

Aaron Crouzet, ’98, is director of player development for Perpymill Hotel & Casino and lives in West Wendover, NV.

Kevin Davidson, ’98, is a systems administrator with Flying J and lives in Clearfield, UT.

Heather Doman, ’98, is employed as an HR manager with Sento Corporation and resides in Herriman, UT.

Shan Edwards, ’98, is VP of finance at Zars, Inc. and lives in West Bountiful, UT.

Jean-Anne Erickson, ’98, is a procurement analyst at Hill Air Force Base and resides in Eden, UT.

Stacey Kirsch, ’98, is an accountant at Cheyenne Distributing and lives in Cheyenne, WY.

Bruce Koch, ’98, is an inventory manager with Rhodes Bake N’ Serve and makes his home in Sandy, UT.

Afrodit Malek-Birkner, ’98, is employed as an HR consultant with Logan Regional Hospital and resides in Logan, UT.

Nathan Millward, ’98, is director of budget & finance for the State of Utah and resides in Bountiful, UT.

Brian Nelson, ’98, is employed at Nelson Financial Group, Inc. and makes his home in American Fork, UT.

Jason Pond, ’98, is president of the Logo Shop, owner of Locker 42 and resides in Logan, UT.

Scott Shepherd, ’98, is employed at ING North America Insurance Corporation and lives in East Granby, CT.

Lisa Thatcher, ’98, is employed at Prudential Financial and lives in Logan, UT.

Todd Thompson, ’98, is a program manager at EMC Corporation and makes his home in Conway, AR.

Jason Thompson, ’98, is the manager of web analytics for Spark Network and lives in American Fork, UT.

Marc Allen, ’99, is a creative services director at Phillips Printing Company and lives in Old Hickory, TN.

Matthew Alston, ’99, is VP of sales at Aptro Solutions, Inc. and resides in Smyrna, GA.

Benjamin Anawalt, ’99, serves as an engineer with NES Associates and makes his home in Silver Spring, MD.

David Bailey, ’99, is employed as a regional controller for Nu Skin International, Inc. and resides in Mapleton, UT.

Amber Bell, ’99, works as a tax manager at First Data and lives in Broomfield, CO.

Wade Bradshaw, ’99, is the northwest district manager at Healthpoint and resides in Puyallup, WA.

True blue Aggies waste no time in giving back to USU

Brady and Andrea Murray have only been out of school since 2005, but they have already begun contributing to establish an endowed scholarship to help those who will follow them.

Brady graduated in 2005 with a bachelor’s degree in accounting and Andrea graduated from USU in 2003 with a bachelor’s degree in physical education and a minor in sociology.

Brady said that he and his wife have always planned on giving back as soon as they were able. Many have influenced them over the years, and they would like to mentor and help someone else. Brady said they are starting now, while they are young, and plan to continue to contribute so that they can build an endowment that will prove a blessing to others in the future.

Brady works as a certified financial planner and associate manager for the Beneficial Financial Group. Andrea, who is active in community service, cares for a three-year-old, Brynlee, and a one-year-old, Nash, who has Down’s syndrome. The Murray’s also volunteer to support the Special Olympics.

They now live in Boise, Idaho, where Brady has become “a very vocal Aggie fan up here amidst a lot of Boise State fans.”

“Oh, I’ll tell you what, there is no question, I’m true-blue, die-hard Aggie,” he said.
Trevor Rawlings, '99, is an SBA loan officer with Continental Bank and Trust Company and makes his home in Ogden, UT. Bryan Rhodes, '99, is a product manager with Symantec Corporation and resides in Alpine, UT. Michael Rich, '99, is an associate director for KPMG Australia and resides in Madison, NJ. Michael Shepherd, '99, works in software sales with Xactware, Inc. and lives in Lehi, UT. Corey Waddell, '99, is a production manager with ICON Health & Fitness, Inc. and resides in Preston, ID. Troy Warn, '99, is the marketing director and Ensign Federal Credit Union and lives in Henderson, NV. Nolan Wood, '99, is employed at Dennis Miller Gas Company, Inc. and resides in Mendon, UT.

‘00’s

Kenneth Albrechtson, '00, is employed as a training coordinator for Northrop Grumman and makes his home in Pleasant View, UT. Brian Armstrong, '00, is an internet business coach with Prosper Team, Inc. and makes his home in Eagle Mountain, UT. Sherman Bronson, '00, is director of project managers for Target and makes his home in American Fork, UT. Matthew Bryant, '00, is CFO of Northwest Cosmetic Laboratories and makes his home in Rigby, ID. Chase Bybee, '00, is an auditor with The Church of Jesus Christ of Latter-day Saints and resides in Farmington, UT. Rachel Caldwell, '00, is an associate at WITAS and resides in San Francisco, CA. Taylor Crockett, '00, works in information technology at Aspen Valley Hospital and resides in Layton, UT. Ryan Day, '00, works as a web developer for Intermountain Healthcare and lives in River- ton, UT. Jeremy Dearden, '00, is a financial advisor for Ameriprise Financial and lives in Salt Lake City, UT. Grant Gold, '00, is a loan officer for Residential Acceptance and resides in Salt Lake City, UT. Wayne Guymon, '00, works as a national sales director with Oklahoma City Thunder and resides in Norman, OK. James Hiltbrand, '00, is an integration manager with Borat Longyear and makes his home in Layton, UT. Todd Jenkins, '00, is a database administrator for Cache County and resides in Hyrum, UT. Larry Kloepfer, '00, is owner and treasurer for Kloepfer, Inc and makes his home in Burley, ID. Terry Kunz, '00, is a production manager with Ductworks, Inc. and resides in Logan, UT. Xiapxin Li, '00, works as a telecom controller for Affiliated Computer Services, Inc. and resides in Salt Lake City, UT. Scott Meacham, '00, is a manager for Deseret Industries and lives in Kaysville, UT. Justin North, '00, works as a computer technician at Hill Air Force Base and makes his home in Syracuse, UT. Scott Olsen, '00, works as a commercial loan officer at Zions First National Bank and makes his home in Castle Dale, UT. Jeffrey Petersen, '00, is director of golf at Sun Valley Resort and resides in Idaho Falls, ID. Silke Pierson, '00, works as a senior consultant for Deutsche Borse Systems AG and lives in Logan, UT. Jeremy Raulinaitis, '00, is VP of customer service at Spillman Technologies Inc. and lives in Herriman, UT. Cory Rhodes, '00, is CFO of Willamette Valley Medical Center and makes his home in McMinnville, OR. Scott Ward, '00, is owner of Logan Coach, Inc. and makes his home in Lewiston, UT. Jessica Wells, '00, is director of brand strategy at MTV Networks Nickelodeon International Division and resides in New York, NY. Tommy Wijaya, '00, is a marketing manager at PT Wijaya Mandiri Sentosa and resides in Logan, UT. Thomas Willie, '00, is a service manager with Green Line Equipment Sales and lives in Malad City, ID. John Young, '00, serves as a VP of sales and part owner of the Shop Site and resides in Orem, UT. Joseph Bennett, '01, is employed as a business analyst with WPP and resides in Wayne, NJ. Kristen Bice, '01, is a credit analyst at Banner Bank and lives in Meridian, ID. Gregory Branchley, '01, is a plan administrator at Basigrey, LLC and lives in Kaysvile, UT. Nathan Campbell, '01, is employed as a supply chain analyst with Convatec and makes his home in Burley, ID. Andy Haws, '02, is employed as a CPA for Rudd & Company, PLLC and makes his home in Idaho Falls, ID. Ryan Smith, '01, is a financial analyst for The Church of Jesus Christ of Latter-day Saints and lives in Bountiful, UT. Ryan Snow, '01, is CFO of Burdick Paving and resides in Roosevelt, UT.

Dazette Brooks, '99, is an appraiser in Uintah County and resides in Vernal, UT. Burke Brown, '99, is employed as an HR manager with Interior Solutions and resides in Midway, UT. Chik-Meng Chong, '99, serves as an executive in charge for Singapura Finance Limited and lives in Singapore. Andrew Crowshaw, '99, works as a senior executive advisor to the secretary for the department of health and human services for the United States Government and resides in Arlington, VA. Danielle Croadland-Nielson, '99, is a co-owner of Diamond Wireless and lives in Salt Lake City, UT. Timothy Daines, '99, is owner of Red Gate Consulting and makes his home in San Diego, CA. Ryan Dent, '99, is a senior manager for PricewaterhouseCoopers and lives in Morris Plains, NJ. Karin Floyd, '99, is a security adjudicator with the United States Air Force and resides in Fairfax, VA. Sarah Gardner, '99, is owner of Zen Print and makes her home in Sandy, UT. Jason Knapp, '99, is CFO of Pinnacle Security, LLC and makes his home in Spanish Fork, UT. Stock Longhurst, '99, is a sales representative with Forest Pharmaceuticals, Inc. and resides in Kaysville, UT. Todd MacDonald, '99, works as a controller at Summit Group of Utah and lives in Pleasant Grove, UT. Daniel Miller, '99, is a cost analyst for STL and lives in Ogden, UT. Bibhutda Mohapatra, '99, is owner of Bibhut Mohapatra Design Studio and makes his home in New York, NY. Clark Nielson, '99, is an insurance agent with Allstate Insurance Company and makes his home in Eagle, ID. Nikola Philpott, '99, is an officer with the United States Marine Corps and resides in Quantico, VA. Cami Rasmussen, '99, is employed as an HR director with North Davis Cabinet and resides in Ogden, UT.
Nathan Miller, ’02, is an attorney for business law with Jensen, Duffin & Dibb, LLP and resides in Bountiful, UT.

Trent Nelson, ’02, is employed as an attorney and lives in Kaysville, UT.

Wendy Popleston, ’02, is employed as a benefits compliance officer at the University of Utah and resides in Westville, UT.

Issac Rands, ’02, is an assistant operations manager for ACS and resides in West Jordan, UT.

Benjamin Riley, ’02, is the managing director of Australia and New Zealand with 4Life Research and lives in Sandy, UT.

Curtiss Schiller, ’02, serves as a field sales representative for Abbott Diabetes Care and lives in Victorville, CA.

Shauna Theobald, ’02, is a managing partner at Springboard Solutions Consulting Group and lives in Orem, UT.

Dean Thompson, ’02, works in the private wealth management division at UBS Financial Services Inc. and resides in Beverly Hills, CA.

Paul Amidon, ’03, is a medical device sales representative with Stryker Orthopaedics and resides in Ogden, UT.

Brooke Webber, ’03, is employed as a bookkeeper for Beehive Telephone and lives in Logan, UT.

Vito Russo, ’03, is employed as a publisher for The Big Sky Times Publishing and lives in Phoenix, AZ.

David Perry, ’04, is an active developer with Crowell Advertising, Marketing & PR and resides in Fremont, UT.

Jeff Krommenhoek, ’04, is a sales manager at Thatcher Advertising, Marketing & PR and resides in South Jordan, UT.

Lake Nelson, ’05, is a CPA and lives in Orem, UT.

Brandon Janison, ’05, is an accountant at Deloitte Foundation and lives in North Salt Lake, UT.

Nathan Holyoak, ’05, is a lead tool engineer at ATK Aerospace Company, Inc. and makes his home in Logan, UT.

Shayne Howell, ’05, is owner of Nature’s Design Log Homes and makes his home in Centerville, UT.

Bryan Hard, ’05, is employed as a realtor for RE/MAX Results and makes his home in Salt Lake City, UT.

Michael Jackson, ’05, is an accountant at Deloitte Foundation and lives in Vernal, UT.

Nanami Ohata, ’05, is a sales representative at Vulcraft Group and resides in Layton, UT.

Bryan Brown, ’05, is employed as a trading representative for Wells Fargo and makes his home in Clearfield, UT.

Angela Johnson, ’05, is a CPA and lives in Orem, UT.

Russ Labrum, ’05, is an inventory manager with Western Petroleum, Inc. and makes his home in Vernal, UT.

Nanami Ohata, ’05, is a sales coordinator at M-Tek, Inc. and makes his home in Smithfield, UT.

Stephen Abu, Jr., ’05, is owner of Ghana Journeys and makes his home in Salt Lake City, UT.

Kiel Berry, ’05, is an associate at Cohen Kennedy Dowden & Quigley and resides in Phoenix, AZ.

Shawn Peterson, ’05, is the marketing manager at Thatcher Company and lives in Clearfield, UT.

Jenny Quinn, ’05, is an interactive developer with Crowell Advertising, Marketing & PR and makes her home in Salt Lake City, UT.

Jeffrey Reece, ’05, works for Ewing Management Group and makes his home in Shanghai, China.
Michele Saul, ’05, is VP and business development officer at U.S. Bank of Utah SBA Division and lives in Sandy, UT.

Stephanie Smith, ’05, is employed at Summit Group and makes her home in Salt Lake City, UT.

Sherri Stoddard, ’05, is employed as a billing clerk for UBNC and resides in Roosevelt, UT.

Craig Swenson, ’05, is an IT manager with Civil Science and makes his home in Pleasant Grove, UT.

Zachary Takos, ’05, is an attorney for Brownstein Hyatt Farber Schreck and lives in Henderson, NV.

Sarah Witen, ’05, works as a staff accountant with ACS and resides in Chandler, AZ.

Adam Anderson, ’06, is employed by Edward Jones Investments and lives in Logan, UT.

Jessica Andreaesen, ’06, serves as an email marketing coordinator with Spark Networks Limited and makes her home in American Fork, UT.

Dustin Armstrong, ’06, works as a teacher at Pocatello School District and lives in Pocatello, ID.

Darren Arnold, ’06, is employed by Jones Simkins, LLP and resides in Logan, UT.

Ben Brown, ’06, works as a tax accountant at Jones Simkins, PC, and lives in Logan, UT.

Janica Bruno, ’06, is in IT support with Merit Medical Systems, Inc. and makes her home in Salt Lake City, UT.

Wade Burnett, ’06, works in the finance and accounting division at CR England Trucking Company and lives in Salt Lake City, UT.

Lorna Calder, ’06, is a financial analyst for Transportation Alliance Bank and lives in Clearfield, UT.

Markham Carroll, ’06, works on the tax staff at Deloitte & Touche, LLP and resides in Syracuse, UT.

Joshua Combe, ’06, is a pharmaceutical sales representative with Daiichi Sankyo Pharmaceuticals and lives in Las Vegas, NV.

Brandon Cowley, ’06, is an assistant controller with Impact Payment Systems and resides in Waveland, UT.

Dennis Cox, ’06, is a technical writer for ICON Health & Fitness, Inc. and makes his home in Logan, UT.

Nathan Cressall, ’06, is employed as a branch manager for Intermountain Staffing Resources and resides in Ogden, UT.

Steven Delong, ’06, serves as an executive director for American West Heritage Foundation and makes his home in Logan, UT.

Clayton Empey, ’06, is an accountant at Schmitt Griffis Smith & Co., PC and lives in Ogden, UT.

Brandon Foote, ’06, is president and manager for Redmond Minerals, Inc. and resides in Aurora, UT.

Boyd Gerber, ’06, is a senior project manager for Spillman Technologies, Inc. and resides in Woods Cross, UT.

Justen Hansen, ’06, is employed as a project manager for WE Tech Engineering and makes his home in Stansbury Park, UT.

Penny Hegerhorst, ’06, is a financial service representative for Fidelity Investments and lives in Bremerton, UT.

Troy Holland, ’06, is an owner and operator of Empire Pest Defense and lives in Orlando, FL.

Jon Homer, ’06, works for Latham & Watkins, LLP and lives in Washington, DC.

Chris Huber, ’06, is employed as a branch manager for Golden West Credit Union and resides in Enterprise, UT.

Tammy Jorgensen, ’06, works for North Sanpete School District and lives in Mount Pleasant, UT.

Adam Larsen, ’06, works for Squire & Co. and makes his home in Payson, UT.

Courtney Mills, ’06, is an assistant controller with ACS and resides in Salt Lake City, UT.

Daniel Neeley, ’06, works for Harold Dance Investments and resides in Logan, UT.

Keri Pallesen, ’06, is employed with Daggart County and lives in Manila, UT.

Jared Petersen, ’06, works in flooring at Castleman Tile and resides in Cornish, UT.

Robert Pilarczyk, ’06, works for Hill Air Force Base and makes his home in Hooper, UT.

Shayla Quarnberg, ’06, works in the department of transportation for the State of Utah and resides in Richfield, UT.

Kerry Shepherd, ’06, is an assistant relationship manager for Zion’s First National Bank and resides in Kayeville, UT.

Linda Speer, ’06, works as a community relations assistant at Energy Solutions Environmental Foundation and makes her home in Salt Lake City, UT.

Victor Staley, ’06, works as an accountant and HR manager and lives in Orangeville, UT.

Melanie Stoddard, ’06, is employed at Country Lane Assisted Living and makes her home in Brigham City, UT.

Daniel Subramanian, ’06, is an IT support with TriZetto and lives in Mesa, AZ.

Heather Vangrimbergen, ’06, is a cost analyst for EG and G Defense Materials, Inc. and lives in Tooele, UT.

Tiffany Vega, ’06, is owner of Jasper’s Ice Cream, Inc. and makes her home in Smithfield, UT.

Holly von Niederhausern, ’06, is an accounting specialist with Diebold ISS and resides in Bountiful, UT.

Terrance Washington, ’06, is employed at Allstate Insurance Company and lives in Ogden, UT.

Janelle Wilson, ’06, is employed at Deloitte Foundation and resides in Seattle, WA.

Darrin Zingleman, ’06, is an underwriter for Nevada State Bank and makes his home in Las Vegas, NV.

Ryan Abplanalp, ’07, works as a computer technology teacher at Duchesne County School District and makes his home in Roosevelt, UT.

Cole Arnold, ’07, works as a controller at MTF, Inc. and lives in Mesa, AZ.

John Atamanycz, ’07, works as a tax associate at J D Clark & Co. and lives in Ogden, UT.

Douglas Banks, ’07, is a painter for Wall to Wall Painting and lives in Smithfield, UT.

Corey Bennett, ’07, serves as an excavation services manager with C & R Construction, Inc.

Rachel Hopleaok, ’08, works as a conference manager at ATK Aerospace Company, Inc. and makes her home in Nibley, UT.

Kelly Johnson, ’08, works for Global Accessories, Inc. and makes in Rigby, ID.

James Jones, ’08, works for Box Elder County Federal Credit Union and makes his home in Tremonton, UT.

Kristopher Jones, ’08, works as a construction manager and lives in Rennos, WA.

Daniel Lindberg, ’08, is the marketing analyst at Thermo-Fisher Scientific and lives in Providence, UT.

JP Murdock, ’08, works for ICON Health & Fitness, Inc. and resides in Silver Spring, MD.

David Newton, ’08, is an accountant at White & Rasmussen, LLC and lives in Salt Lake City, UT.

Danielle Polkoff, ’08, is a sales representative with Swire Coca-Cola, USA and lives in Denver, CO.

Brittany Rowley, ’08, works for Cook Martin Poulsen, PC, and makes her home in Salt Lake City, UT.

Ryan Shaw, ’08, is employed at Advent Creative Marketing Group and lives in Logan, UT.

Trevor Watkins, ’08, is a management trainee for Enterprise Rent-A-Car and lives in West Jordan, UT.

Alicia Yarger, ’08, works as a senior finance representative at Washington Mutual Bank and makes her home in Irvine, CA.
Students in David Herrmann's management and human resources class are divided up into teams each semester and each team is expected to undertake a project that has a service component.

One of those teams decided an old and somewhat neglected fixture on the USU campus, the amphitheater on Old Main Hill, could use some love and attention.

They drafted about 40 people and they all went to work on the amphitheater that was constructed with the help of student donations from the USU classes of 1925 and 1926.

They swept it out, blasted it with a power-washer, sanded down and stained the wood benches, according to Nicole Brown, a junior in public relations, who was on the team.

And then to christen the makeover they held a benefit concert in fall 2008 that raised money for the school's Small Enterprise Education and Development (SEED) program. The program trains entrepreneurs in Peru and offers them microloans.

Herrmann said he’s inspired by the good his students are able to accomplish each semester with their innovative approaches to service.