

Fall 2006

Business Leader Fall 2006

Crummer Graduate School of Business

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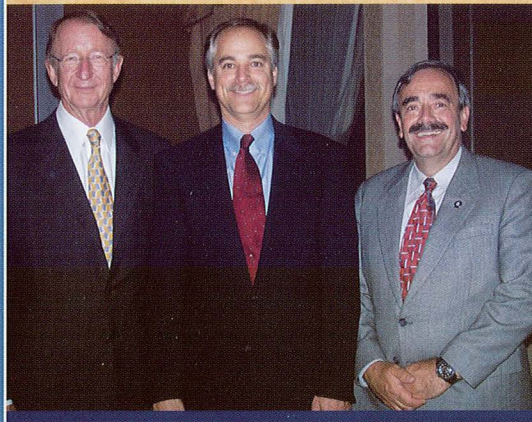
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ROLLINS Business Leader

FALL 2006

A PUBLICATION OF THE CRUMMER GRADUATE SCHOOL OF BUSINESS

Preserving the Crummer Connection...



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...through class ambassadors,
referrals and leadership



ROLLINS MBA

CRUMMER GRADUATE SCHOOL OF BUSINESS



George Bertrand
'04MBA

Class Ambassador Program Off to a Wonderful Start!

By George Bertrand '04MBA

A little more than two years ago, as the realization and relief washed over me that I was indeed going to be a Crummer graduate I began to think about how I wanted to preserve this connection with the Crummer Graduate School of Business and Rollins College for the

rest of my life. I also guessed that my classmates had the same desire to stay involved. Like me, they feared that those two years would become an academic "snapshot", a critical component in our professional growth but with no cultural linkage to our future. At the time, I didn't know how, but I did know why I wanted to stay a part of the Crummer School. I also wanted to be a conduit for my classmates to stay in touch and get involved.

I began by simply calling my classmates when the first alumni event after graduation was on the horizon. It took all of about two hours to contact everyone or leave messages. It was the best two hours of discretionary time utilization that I have ever made! Suddenly I was connected, and in a small way, so were my classmates.

Since that time, I have formally become a class ambassador and am the liaison for the Class Ambassador's program on the Crummer School Alumni Board. The experience of making those contacts remains rewarding and seeing 5-10 members of our group turn out for each alumni function is especially gratifying. One of these days we plan to have a formal class reunion, but we have had a number of mini-reunions along the way. In addition, we have provided support for the college, advice and encouragement for current students and recent alumni, stayed in touch with our most cherished mentors and generated pride for EMBA class 2004 by our participation.

We NEED Class Ambassadors!

There are many programs and class years that are not actively represented. If you are interested in sharing in this gratifying experience, please contact George at gbertrand@cort1.com or Lynn Penyak at lpenyak@rollins.edu.

Referrals Make a Difference

Historically, the best applicants to the Crummer School's four MBA programs are those referred by Rollins students, alumni and employees. For that reason, the Crummer School would like to take this opportunity to thank you for your continuing support and share with you some of the ways in which you are making a difference.

Over the past year, 25 percent of those who registered for an information session, one of the Crummer School's key methods of recruiting prospective students locally, noted they heard about the program from students, alumni, employees or by virtue of the school's reputation.



Erica Sorrell '95 '05MBA has referred several applicants to the program. "I think that the referral program adds value by recommending qualified applicants to the program. As we know, current students appreciate strong team members who support the school and add to the learning environment. By referring these world-class students, we can impact the current student experience as well as the reputation as a whole," said Sorrell.

The MBA referral program offers the opportunity to touch many lives and have a positive impact on our community. "Applicants referred through the referral program typically approach the application process with increased buy-in. In today's competitive MBA market it makes good business sense to utilize our best resources, our students, alumni and employees," said Jacqueline Brito, admissions director for the full-time MBA program.

The Rollins MBA referral program has been one of our best forms of marketing and recruiting as we continue to build a lasting legacy. If you have a candidate you would like to refer, you may utilize the referral card included here. Simply detach the bottom of the card and provide it to the prospective student. If the applicant mentions that they were referred by a current student or alumni, the Crummer School will waive the \$50 application fee. Thank you in advance for your continued support and truly making a difference.

Warren Buffett and Other Examples of Leadership

The recent announcement by Warren Buffett to donate nearly 80 percent of his wealth to The Gates Foundation and the foundations of his three children is an inspiring example of leadership. Mr. Buffett has had a consistent investment strategy over the years of buying businesses, then seeking good people and getting out of the way. It is his deep trust and respect for Bill and Melinda Gates that led him to this decision.

As Dean, I have the opportunity to meet and work with amazing men and women who make similar decisions each year by entrusting the Crummer School with their valuable charitable dollars. This year more than 650 individuals and companies said "Yes" – we believe that our investment in the Crummer School will pay dividends to the students and alumni who gain valuable knowledge from their experience here. With their MBA degree in hand, alumni go forward and have a positive impact on their society and future generations across the globe.

The Crummer School experience is stronger than ever and unique in today's crowded MBA market. Our small class setting, commitment to high standards and most importantly superb teaching instruction places us among a small group of top tier MBA programs nationally. While every institution speaks of teaching excellence, few have the singular focus of our graduate-only MBA model. The *Forbes* Magazine ranking which analyzes a student's return on investment remains one of the best indicators of the quality of the exceptional experience at the Crummer School.

The high quality and intimate learning environment that have come to define the Crummer School experience would not be possible without the generous commitment of the people and firms listed in this publication. Tuition covers only a percentage of the cost associated with providing this type of educational experience. Annual donations, scholarship and endowment funds all work together to maintain and excel the caliber of education necessary of today's business leaders, including those who may become the next Warren Buffett and Bill or Melinda Gates.

As we prepare to celebrate our 50th anniversary as the Crummer School, I hope you will join us as a partner in our work. On behalf of the students, faculty and staff, thank you for your contributions that this year totaled more than \$1.3 million in support. Our progress as a School is a reflection of the quality of the people associated with the program and our ability to meet the changing needs of today's graduate business student.

Sincerely yours,



Dean Craig M. McAllaster

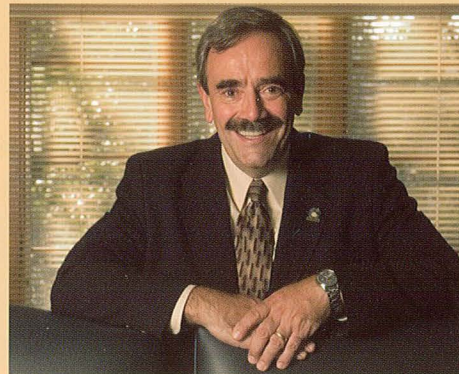
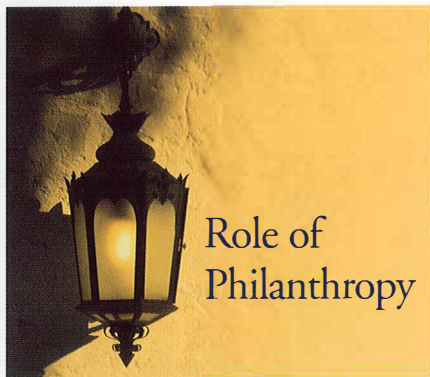


PHOTO BY JUDY WATSON TRACY

On behalf of the students, faculty and staff, thank you for your contributions that this year totaled more than \$1.3 million in support. Our progress as a School is a reflection of the quality of the people associated with the program and our ability to meet the changing needs of today's graduate business student.



Role of Philanthropy

The importance of philanthropy has been a constant throughout the history of the Roy E. Crummer Graduate School of Business. As we prepare to celebrate our 50th anniversary, our growing reputation and stature in the community make possible new opportunities that can only be capitalized on with the investment of alumni and friends.

The School wishes to express sincere appreciation for each of the more than 650 donations received this year, totaling more than \$1.3 million. These gifts allow us to offer a superior education and maintain our position as "*Florida's Most Prestigious MBA.*"

All charitable gifts from the past fiscal year, June 1, 2005 through May 31, 2006, are acknowledged on the Crummer School's Honor Roll of Donors. Every effort has been made to ensure the accuracy and completeness of our list, however, errors or omissions can occur. To report a discrepancy in the information, contact the Office of Alumni Relations by phone at (407) 646-2537 or email at crummeralumni@rollins.edu.

All donors of \$500 or more are also recognized on the Honor Roll display in the Charles and Lynn Steinmetz Lobby of Crummer Hall. For those donors who wish to remain anonymous, we are grateful for your support.

FIAT LUX SOCIETY

The Crummer School is proud to announce the membership of the 2005-2006 Fiat Lux Society – created to represent the supporters who have committed a minimum of \$500 per year.

Within the Fiat Lux Society, members are recognized according to their level of giving. All are recognized on the annual Honor Roll of Donors plaque located at the main entrance to Crummer Hall in the Charles and Lynn Steinmetz Lobby and receive a distinctive gold lapel pin.



FIAT LUX SOCIETY

Presidents Circle

(\$100,000+)

Anonymous
Gregory '98MBA and Dottie '98MBA Clendenin
Mr. and Mrs. Alan Gery '01H

Founders Circle

(\$25,000+)

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Mr. Charles W. "Chick" '92MBA and Lisa Gregg
Mr. and Mrs. Keith A. Kleiner
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(\$10,000+)

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Dr. and Mrs. George B. Magruder
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Mr. and Mrs. John G. Squires
Mr. and Mrs. Marshall E. Vermillion
Stephen R. Walsh, Jr.
Mr. Gregory '04MBA and Linda Williams

Fellows Circle

(\$5,000+)

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Thomas M. Bates
John P. Caparella
Lloyd B. DeVaux '89MBA
Mr. and Mrs. Stephen Elker
Robert D. Finfrock, Jr. '71MCS
Randy W. Frey
James C. Hartman
Allen H. Kupetz
Thomas J. McEvoy '80 '85MBA
Rex '93MBA and Jan '75 McPherson
Stanton G. Reed '93MBA
John '83 and Laura '83 Riley
Mr. and Mrs. Richard Rosenthal
Cecil W. Sewell '71MBA

Scholars Circle

(\$1,000+)

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Mr. and Mrs. Peter C. Barr, Jr.
Karen Casey '86MBA
E. John Clark '94MBA
Marie Shields Flood '83MBA
Deanne Gabel '99MBA
Charline Gauthier '03MBA
Timothy Gibbons '72MBA
Steven B. Grune '87MBA
Jenna M. Hess '05MBA
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Stan C. Horton '77MBA

David M. Lampert '05MBA

Jill S. Lynch '95MBA
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Dr. and Mrs. Craig M. McAllaster
Thomas J. McEvoy '80 '85MBA
William L. Meyerhoff
Daniel E. Montplaisir
Dr. Edward Moses
Bradley E. Parlee '92MBA
Michael '98MBA and Nancy '98MBA Reynolds
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Mr. and Mrs. John N. Rigsby
Joan Dial Ruffier '82MBA
Steven J. Sage '86MBA
Geraldine Santos '00MBA
Michael Tetrick '83MBA
Vincent E. Trunzo '82MBA
Michael T. Wright '93MBA

Partners Circle

(\$500+)

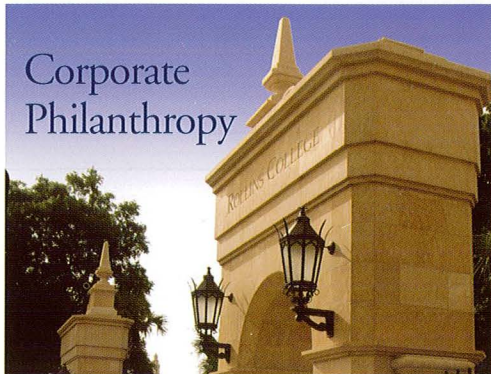
Warren J. Deatrick '75MSM
Tam Fohner Costar '99MBA
John P. Gaiamo '97MBA
Dr. James Higgins
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John and Carolyn '98 Lord
Melissa J. Sublette '03MBA
Dr. E. Theodore Veit
Erin J. Wallace '93MBA

ROY E. CRUMMER SOCIETY

Recognizing Cumulative Donations of \$1 Million or More

Anonymous
Alan and Sandra Gerry Foundation
Angus S.* and Mary Barlow
Bank of America
Charles and Lynn Steinmetz
Charles Harwood, Jr. Trust
Edyth Bush Charitable Foundation
George D* '35 and Harriett W.* Cornell
Roy E. Crummer Foundation
SunTrust Bank

* denotes deceased



Corporate Philanthropy

The strength and reputation of a business school is in large part a reflection of the relationships it maintains with leading companies. Since its founding, the Crummer School has forged numerous intellectual and educational partnerships with corporations and foundations. In turn, they have invested substantially in the School. Companies and foundations have benefited from student

consulting projects, summer internships, a wide range of faculty projects and books, and by hiring well prepared MBA graduates.

By making a gift to the Crummer School, corporations and foundations strengthen their relationship with one of the nation's top MBA programs. They also gain exposure to an important source of intellectual talent, increase visibility among future customers and employees, advance the economic development of the region and encourage philanthropy among their employees. We wish to extend our appreciation to those who made a contribution to the Crummer School during the past academic year.

Presidents Circle

(\$100,000+)

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Founders Circle (\$25,000+)

CNL Charitable
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KPMG
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Northrop Grumman
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Foundation

SunTrust Bank

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Wachovia Foundation

Fellows Circle (\$5,000+)

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Convention Center
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Inc.
Keene Properties, Inc.
Sprint
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Foundation
The Perigee Finance
Group, LLC
The Schwab Fund for
Charitable Giving
The Walt Disney Company
Foundation

Scholars Circle (\$1,000+)

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Anonymous
CFSE Wealth
Management, Inc.

CNA Foundation
Community Foundation of
Central Florida, Inc.

Creative Management
Group

DaimlerChrysler
Corporation Fund
Edyth Bush Charitable
Foundation, Inc.

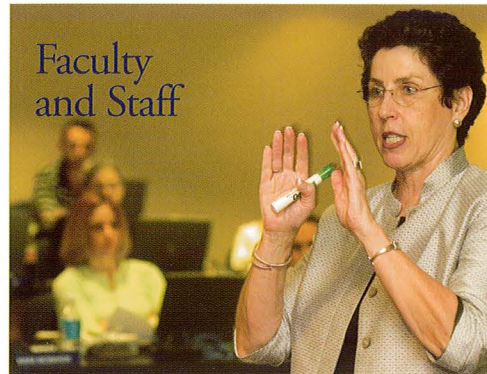
Florida Hospital Medical
Center

Fry-Hammond-Barr, Inc.
GlaxoSmithKline
Foundation

Grune Family Foundation,
Inc.

Harry P. Leu Foundation
Joan Dial Ruffier
Revocable Trust

John Jay Mann Foundation
Middleton Lawn & Pest
Control, Inc.



Faculty and Staff

Faculty

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Dr. Ilan Alon
Dr. Susan Bach
Dr. Michael Bowers
Dr. Charles H. Brandon
Dr. Samuel C. Certo
Dr. David M. Currie
Dr. Ralph E. Drtina
Dr. Jule Gassenheimer
† Dr. James P. Gilbert
Dr. Theodore T. Herbert
† Dr. James M. Higgins
Dr. James P. Johnson
† Dr. Mark Johnston

Dr. Halil Kiyamaz
▲ Allen H. Kupetz
Dr. Greg W. Marshall
◆ Dr. Craig M. McAllaster
◆ Dr. Edward Moses
Dr. Robert K. Prescott
◆ Dr. Jane L. Reimers
Dr. Barry Render
† Dr. J. Clay Singleton
† Dr. Theodore Viet
† Dr. Keith L. Whittingham
'01MBA

Motorola Foundation
Siemens Westinghouse
Power Corporation
T & G Constructors, Inc.
The Eden Charitable
Foundation
Time Warner
Communications
Winderweede, Haines,
Ward & Woodman, P.A.

Partners Circle (\$500+)

American General
Corporation
Deatrick Engineering
Association
GE Foundation
Insurance Office of
America
Software Resources, Inc.
TALX Corporation

Others

Aetna Foundation, Inc.
Amgen, Inc.
Anheuser-Busch
Foundation
Deloe-Smith Computer
Services, Inc.
Electronic Arts OutrEACH
Gloria Price-Hahn - State
Farm Insurance
HHCP, Inc.
Joseph J. McClellan
Insurance Agency, Inc.
Lockheed Martin
Marklan, Inc.
National City
OnPoint Ventures, Inc.
Orlando Utilities
Commission

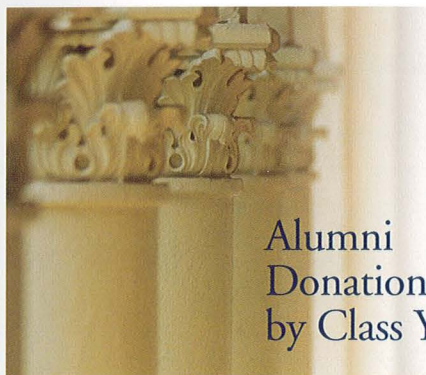
Faculty and staff members are the backbone of a college institution. At the Crummer School, we are fortunate to have such a dedicated and professional team that takes pride in maintaining our reputation as *Florida's Most Prestigious MBA*. The following faculty and staff have generously contributed this year:

Staff

Shirley A. Bazemore
Jacqueline T. Brito '99
Pamela R. Clark
Millie J. Erichsen
Stephen L. Gauthier
'82MBA
Ann N. Ketteringham
Robin M. Mateo
◆ Daniel E. Montplaisir
Lynn R. Penyak '06MHR
Erin G. Pianko '06MBA
Carla Rackley
Erica Bader Sorrell '95
'05MBA
Nicole R. Vickers

KEY

- † Partners Circle (\$500+)
- ◆ Scholars Circle (\$1,000+)
- ▲ Fellows Circle (\$5,000+)
- ▼ Deans Circle (\$10,000+)
- Founders Circle (\$25,000+)
- * Presidents Circle (\$100,000+)



Alumni Donations by Class Year

1960

Frank D. Murphy

1961

Richard B. Dawson

1962

John H. Fyten
Marjorie Bethke Herring
Thomas J.
MelcherLeander Schaidt

1963

Harold L. Moore
Clyncb Newsome
Sidney Welitzkin

1964

Elmo A. Gallagher
Charles W. Long
Troy F. Peterman

1965

Michael S. Lykens
Richard A. Melzer
George W. Morosani
Ronald H. Zoll

1966

Raymond F. Green
Jack A. Hardey
Vladimir J. Mandl

1967

James S. Easterling

1968

Glenn W. Nordman
Joel C. Swann

1969

James H. Bassarear
Franklin O. Houghton
Thomas L. Mantel

Bill A. Pennington
Charles M. Robbins

1970

Leo M. Bolick
George H. Darfus
Carl R. Engle
Harold L. Hayes
Gary E. Mercer
Robert M. Morrison
William I. Moore
Thomas M. Sullivan
Paul B. Van Nostrand
Robert A. Wentworth

1971

Robert L. Carmody
Guy D. Colado
Windell A. Dixon
▲ Robert D. Finrock
Michael P. Gerrity
Russell G. Lemanski
Richard B. Neese
▲ Cecil W. Sewell
Hugh H. Van Zelm
Francis L. Walker
Edward F. Walsh
Bill H. West
Maurice R. Yeager

1972

◆ Timothy A. Gibbons
James B. Henris
Gregory M. Kurr
Joseph J. McClellan
Gene L. van Curen
Clarence F. Wolters

1973

† James K. Badger
Donald E. McLean
† Peggy B. Moore

Millard W. Rice
Sterling L. Tuck
Albert E. Woodcock

1974

Daniel R. Beistel
Jerome N. Blanton
Hugh E. Dowling
Arthur S. Fenton
Joe E. King

1975

Robert E. Cavanna
† Warren J. Deatrack
David S. Holland
E K. Lowery
Richard V. Sickles

1976

Samuel L. Blades
Robert A. Brennan
Lee R. Brown
Mildred B. Conner
Sandra J. Jones
James W. Mallonee
Mark E. McAuliffe
John E. Peschau
Gregg Reilly

1977

Hugh R. Boutwell
Frederick C. Cyr
Joseph H. Daly
Stephen D. Hardesty
◆ Stanley C. Horton
Dennis T. James
Barry A. Keim
Richard J. Marino
Robert W. O'Neal
Debra Feingold Stern

1978

Henry N. Ashby
Ronald C. Brown
Michael F. Bryant
Laura D. Chase
◆ Edward J. Clark
Wayne C. Clemmer
James R. Ingersoll
Archie O. Lowry
William J. Sullivan
Roger H. Stitt

1979

Clay E. Bernichon
Linda W. Brummett
Philip A. Carlin
James P. Delarocche
Karen J. Harris

† Stephen R. Parks
Susan Eastman Prickett
Richard A. Rauber
John A. Terrell
Thomas C. Williams

1980

Mark Conti
Richard C. Davis
Fred A. Droze
Dorothea Manning Fox
Barry W. Greeno
† Louis W. Nutter
R D. Oleshak
Randall C. Ott
Betty J. Smith
James D. Sutton
Gary E. Swift
Robert Tidwell

1981

William D. Barnes
Richard R. Bronson
Eugene R. Daoust
David H. Daniels
Richard T. Hedden
James R. Hicks
▼ Steven W. High
Ruth R. Malick
Jackie Inman Rosebrock

1982

Joseph J. Devaney
Stephen L. Gauthier
Ronald H. Roby
◆ Joan Dial Ruffier
Geoffrey E. Schwartz
◆ Vincent E. Trunzo
Howard D. Vandewater

1983

Richard D. Adamczyk
James M. Armstrong
William C. Coleman
◆ Marie Shields Flood
Sandra M. Fritz
Terence A. McBride
Nancy J. Moore
Robert J. Ori
Michael J. Payne
Dona Zeller Potter

1984

Thomas F. Abbruzzese
◆ Edward J. Clark
Daniel R. DeKay
Charles A. Martorana
Ronald L. Sapio

Debra Deremiah Saul
Donald R. Thomas

1985

Bruce L. Beckerink
Fred Collington
Peter A. Dempsey
Michael C. Fischer
† Sandra E. Foster
Sharon Edwards Foster
David P. Gaines
Bruce A. Hacker
Robert C. Klettner
Roger G. Kozlowski
▼ Thomas J. McEvoy
Daniel J. Morelly
Albert A. Prast
Paul Richards
Fred Thellman

1986

◆ Karen E. Casey
David H. Callen
Brenda Case Eckmair
Sherri Porter Erwin
John E. Hyman
Jerry A. Kerlee
Kenneth J. Merbler
Donna L. Mooney
Oscar J. Novo
Leona Chew Parsons
◆ Steven J. Sage
Hugh M. Tamoney
Geoffrey J. Troan
Carol D. Van Horn

1987

◆ Steven B. Grune
Michael S. Hahn
David G. Manuchia
Paul J. Marczak
Karim Poonawala
Robert E. Pulver
Betty L. Reid
Timothy R. Schaffert
Anne D. Sofarelli
Paula M. Zalucki

1988

Anonymous
John M. Bell
Keith E. Brender
Julia G. Burgess
Edward J. Dupee
Nancy Coleman Edmunds
Sterling A. Hall
Janice Vibber Nisbett
Elisabeth Fruehauf Prast

† Nelson Roe
Leigh Connelly Skat
Michael R. Skat
Robert J. Thatcher
Felicia Leone Trimboli
Larry B. Wolcott

1989

Lilli Bashara Cain
Beverly R. Darvin
◆ Lloyd B. DeVaux
Anne Kelley Fray
Hugh S. Garner
Robert C. Griffis
Howard E. Smith
Catherine Felder Stultz
Anne Strauss Weiner

1990

Daniel R. Deschnow
Carolyn R. Franz
Susan Reynolds Fisher
Frank R. Flanegin
Stephen C. Graham
Roseann R. Harrington
Edward D. Hund
Kerry J. Knickerbocker
Kevin C. Kozminski
Thomas R. Mataconis
Heidi Waggoner Metcalf
Nan Moore Norton
Robert L. Porter
Michael E. Ruble
Elizabeth Hueber Shine
James M. Shoemaker
Casey A. Usmani
Alice M. Williams
Edward O. Wood
Joseph P. Zahniser

1991

Elizabeth A. Allport
Robert L. Burrows
Patricia A. Daoust
Rebekah C. Darnell
Kathy M. Elderhorst
Kai J. Figwer
Janet S. Goldman
Robert S. Glinka
Mary C. McKaig
David M. Moore
Michael L. Poggi
Cynthia French Pullen
▲ Laura Coltrane Riley
Herbert E. Smetheram
Robert W. Thomson
James T. Watson

1992

Thomas A. Anzalone
 Donald N. Cooper
 Joseph Massoud Doyle
 Jorge A. Echave
 Stephanie Downard Frank
 Vicki B. Geiler
 John T. Gero
 ■ Charles W. Gregg
 Glenn R. Harris
 Robert A. Jackson
 Deborah Doehring Jackson
 J. Brock Lesperance
 John F. McCabe
 Edmund F. Measom
 ♦ Bradley E. Parlee
 Sandeep Singh
 Randolph P. Thames
 Maureen A. Walker
 Ralph G. Wallace
 Carol A. Wiedner
 Victoria Muhlenpoh Wollan

1993

Susan Grasberg Ahern
 M A. Atashroo
 Ronald R. Brooks
 Sarah Kitchin Buell
 Steven E. Feldman
 Mark R. Mahoney
 C. Graciela Santiago
 Mazanec
 Jeffrey H. McLeod
 ▲ Rex V. McPherson
 Jodi Schoening Nunziata
 Vincent J. Pagliuca
 Stephanie Fisher
 Paymayesh
 Joseph E. Posch
 Hugh J. Quinn
 ▲ Stanton G. Reed
 Lon A. Schreur
 ♦ Michael Tetrick
 ♦ Erin J. Wallace
 Mark R. Wesoloski
 James M. Wolf
 ♦ Michael T. Wright
 James N. Zauner

1994

♦ Richard A. Ahl
 ♦ Wendy Weller Ahl
 Dena Crews Aloian
 James C. Carter
 John W. Conley
 Judy B. Curry
 Jon C. Hall
 Alexander Matulich
 William J. Mazanec
 Kenneth J. McHugh
 Charlotte Brewer Mills
 Mark H. Mitchell
 Thomas L. Murphy
 Julie A. Vandendriessche
 Douglas J. Wagner
 Kirsty Leeson Walker
 Donald E. Welch

1995

Michael G. Anderson
 Susie D. Bell-Tomlin
 † Alexander L. Dizon
 Stanley C. Freking
 Wendy P. Gray
 Giraldo J. Gutierrez
 Gregory L. Hess
 Dawn K. Jaglowski
 † Susan Yeaple Johnston
 Kevin A. Lansberry
 † Jordan J. Lomas
 ♦ Jill S. Lynch
 Mitchell Parr
 Mark D. Polino
 Angel R. Arroyo Suarez
 William M. Sutherland
 Stephen C. Tonra

1996

Walter A. Bogumil
 Robin D. Brinkley
 Matthew E. Curran
 James P. Doherty
 Angela N. Fettig
 Wendy Howell Gasparri
 Christopher M. Johnson
 Laura H. Luo
 Colleen Powers Sharkey
 Mark F. Steinbach
 Alberto van Heel
 Garrett K. Vendena

1997

David A. Block
 Patricia Fliss Claussen
 Meri L. Dixon
 Jennifer Kasper Finfrock

William A. Finfrock
 Robin J. Flynn
 † John P. Giaimo
 Paul J. Hagemaiier
 Richard N. Hawkins
 Shai Raley Hill
 Mary E. Ings
 Chester A. King
 Thomas A. Munro
 Rashid M. Nasir
 Albert A. Petrick
 Ellen S. Regen
 Susan L. Sackett
 Howard D. Schechter
 Douglas J. Shockley
 Nicholas H. Spallone

1998

Rebecca F. Brown
 Mark A. Carbone
 Anne McGuckin Carlton
 ■ Dorothy Hughes Clendenin
 ■ Gregory A. Clendenin
 Craig E. Domeck
 Jay W. File
 Daniel P. Fischer
 Tony A. Hamby
 † Edward R. Jansson
 Patricia Jones-Petrick
 Chris Coleman Keathley
 Soo J. Kim
 John L. Leckron
 Richard J. Lenze
 Robert E. McDonald
 Curtis R. Metz
 Jon P. Picotte
 Craig A. Pommells
 Raanan Y. Pritzker
 ♦ Michael P. Reynolds
 ♦ Nancy Hill Reynolds
 Lissette Rivera Rivera-
 Pauley
 John B. Shafer
 Edward M. Wright
 Drew A. Yurko

1999

Frederick A. Blecha
 Jill Takaski Canfield
 † Tam Fohner Costar
 Paula E. Crumbley
 Timothy D. DeBoom
 Kimberly Chatlos Grimm
 ♦ Deanne J. Gabel
 Robert E. Gosselin
 Robert J. High
 ♦ John J. Hooker

Thomas E. Matthews
 Ronald F. Piccolo
 Michael G. Rosenberg
 Sally E. Rosenberg
 Stephan Trontin
 Sharon B. Walker
 Laura L. Webster
 Martha Bruce Wilson
 Kenneth A. Wright

2000

Kristen C. Bellamy
 Julia Ristau Bullington
 Joseph H. Clayton
 William D. Cook
 Drago S. Dzerve
 Jaime Leach Dzerve
 Kerry L. Emmons
 Milton Ferreira
 John K. Gagnon
 Michael W. Garlick
 Kenneth R. Harris
 Chad J. Himel
 Linda M. Hollerbach
 Matthew Irgang
 Victor E. Jarosiewicz
 Bradley M. Joseph
 Sheri L. Keller
 Thomas D. McLeod
 Kyle S. Meyer
 Karen S. Miller
 Eric L. Mullen
 Jeffrey S. Payne
 D W P. Perkins
 David Robison
 ♦ Geraldine W. Santos
 Karen Smith
 Todd S. Tomlin
 John A. Webb
 Dean S. Whitcomb
 Xiaodong Xue

2001

Troy C. Anderson
 Richard M. Gardner
 Penny S. Gilman
 Paige Ewaldsen Greninger
 Peter Greninger
 Jeffrey A. Hudson
 Pamela Sterling Kelly
 Steve Loncar
 David J. Mack
 Patrick C. Maloney
 Evan B. Melcher
 Rebecca Hornor Messe
 Tony E. Shibly
 Giuseppe Sorrentino

Terrell B. Walker
 Keith L. Whittingham
 Elinor Steele Zegelbone

2002

Kenneth D. Alloway
 Jason S. Dewey
 Andrea Henderson
 Ehresman
 Charles B. Everett
 Daniel P. Govin
 † Shelton D. Granade
 Scott C. Hall
 Mark O. Hitchner
 Michael J. Holmes
 John C. Johannesmeyer
 Bruce I. Jones
 Henry A. Kelley
 Michael W. Labbe
 Mark J. Letendre
 Kristina M. Mackinder
 Ali A. Prescod
 Cameron E. Shackelford
 Gail H. Smith
 William G. Talley
 Ursula T. Uelze

2003

John D. Abernathy
 Kevin S. Bailey
 Mark H. Bray
 Gaileon Thompson Caplan
 Robert R. Cummins
 Charles A. Dunlap
 Patrick D. Faughnan
 ♦ Charline Gauthier
 Jason S. Goede
 Rebecca C. Hildebrand
 Mauricio A. Lopez
 Robert D. Martin
 James E. Middlebrooks
 John D. Ramsier
 Jennifer L. Salisbury
 Yai-Ping M. Shao
 † Melissa J. Sublette
 Mary F. Washer
 Jackson Young
 Jun Zhu

2004

George C. Bertrand
 Marc G. Bianchi
 Gary P. Bonner
 Andrew R. Bush
 Gary W. Cain
 Susan Kelly Christman
 Douglas Q. Gale

Frank K. Grosch
 Richard A. Harem
 Cheryl R. Holderbach
 Robert A. John
 Eric B. Jontz
 Kimberly A. Lanham
 Thomas R. Law
 William E. Maggart
 Jorge L. Rivera
 Leslie G. Simmonds
 Michael R. Waldron
 ▲ Gregory C. Williams
 Samantha Ferguson Wilson
 Michael B. Woehr

2005

Anna Alon
 Yilitza Acosta
 Cathy M. Brunelle
 ▲ John Caparella
 Christina A. Dixon
 Virginia W. Edelstein
 Kevin R. Elston
 Debra A. Frederick
 Leticia A. Gaglianone
 Robert N. Gallardo
 William G. Gunther
 William R. Habermeyer
 ♦ Jenna M. Hess
 Steven M. King
 Mary Cavanaugh Knapp
 Dawn M. Koffarnus
 Arjun K. Krishnamurthy
 ♦ David M. Lampert
 James R. Lawrence
 Jessica A. Maloney
 Shannon F. Rogner
 Edgar O. San Jose
 Erica Bader Sorrell
 Robert G. Strong
 Ian R. Walters
 Karen E. Weinaug

2006

Jeffrey C. DeMott
 ♦ Derek A. Grimm
 Hope E. Kramer
 John J. Mann
 Lawrence I. Penepent
 Erin G. Pianko

* deceased

KEY

- † Partners Circle (\$500+)
- ♦ Scholars Circle (\$1,000+)
- ▲ Fellows Circle (\$5,000+)
- ▼ Deans Circle (\$10,000+)
- Founders Circle (\$25,000+)
- * Presidents Circle (\$100,000+)

Matching Gift Companies

Your employer, or your spouse's employer, may multiply your contribution through a matching gifts program. Most of these companies match on a dollar-per-dollar basis, but some match 2:1 or 3:1.

Each company has its own rules regarding the types of gifts that qualify, and who is eligible to participate. To obtain a matching gift

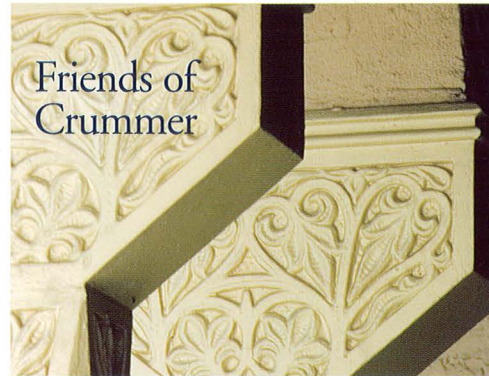
form, contact your human resources department and enclose the completed form with your donation. The form will be certified and then returned to your employer.

The following companies matched the alumni donations during the 2005-2006 fiscal year:

Aetna Foundation, Inc.	Edyth Bush Charitable Foundation, Inc.	SunTrust Bank Atlanta Foundation
AIG	Electronic Arts OutrEACH	TALX Corporation
Amgen, Inc.	GE Foundation	The Bank of New York
Anheuser-Busch Foundation	GlaxoSmithKline Foundation	The Hartford
AT&T Foundation	Lockheed Martin	The Walt Disney Company Foundation
Bank of America Foundation	Motorola Foundation	TurboCare, Inc.
BellSouth Corporation	National City	Turner Investment Partners, Inc.
CNA Foundation	Northrop Grumman Foundation	Tyco
CNA Surety	PG&E Corporation Foundation	United Space Alliance
DaimlerChrysler Corporation Fund	Schering-Plough Foundation	Xerox Corporation
Darden Restaurants Foundation, Inc.	Sprint Foundation	

Contributions to Crummer School Surpass \$1.3 million

Private support of the Crummer School has increased by 50 percent over the previous year with total cash gifts exceeded \$1.3 million. Our success can be attributed to engaging with partners in meaningful ways that enhance our ability to compete in the MBA marketplace. Alumni were extremely generously once again by supporting the Crummer Fund and major renovation projects. This year alumni chose to make their contributions using a secure online website, in response to a phone appeal or through the mail.



A friend is considered to be someone who did not graduate from the Crummer School but believes in our mission and wants to see the School excel. We are thankful to have so many friends, as evidenced here, who contribute to the Crummer School.

- Anonymous
- ◆ Mr. and Mrs. Peter C. Barr, Jr.
- ▲ Mr. Gopal Basisht
- ◆ Mr. Thomas M. Bates
- Andrew and Margaret '77 Czekaj
- ▼ Mr. Bruce Douglas
- ▲ Mr. and Mrs. Stephen Elker
- ▲ Mr. Randy W. Frey
- * Mr. and Mrs. Alan '01H Gerry
- ▲ Mr. James Hartman
- ▼ Mr. and Mrs. David H. Hughes
- ▼ Mr. and Mrs. Michael J. Kirchner
- Mr. and Mrs. Keith A. Kleiner
- ▼ Thomas '78 and Carol '78 Kuntz John and Carolyn Lord '98
- ▼ Dr. and Mrs. George B. Magruder Mr. Theodore U. Martin '66
- ◆ Mr. William L. Meyerhoff
- ▼ Mr. and Mrs. Frank L. Pohl
- ◆ Mr. and Mrs. John N. Rigsby
- ▲ John '83 and Laura '83 Riley
- ▲ Mr. and Mrs. Richard Rosenthal
- ▼ Mr. Steven B. Schickler
- Mr. and Mrs. James M. Seneff, Jr.
- ▼ Mr. and Mrs. John G. Squires
- ▼ Mr. and Mrs. Marshall E. Vermillion
- ▼ Mr. Stephen R. Walsh, Jr.

Clover Leaf Society

The Crummer School wishes to recognize the following graduates and friends who have established an estate provision to benefit the College. If you would like to consider including the Crummer School in your estate plan through a provision in your will, beneficiary of a life insurance policy, life income gift, or other planned gift vehicle, please contact Daniel Montplaisir at (407) 691-1220 for more information.

- | | |
|---------------------------------------|----------------------------|
| Anonymous | Roy E. Crummer* |
| Angus* '69MBA & Mary Barlow | J.C. "Bud" & Laura Felix |
| William Bieberbach '70 '71MBA | Charles Harwood* |
| Marion Haddad Brown '73MBA | Allan Keen '70 '71MBA |
| Keith Buckley '88 '95MBA | David Hill Lord '69 '71MBA |
| Brent '99MBA & Lisa Centlivre | Daniel E. Montplaisir |
| George D.* '35 & Harriett W.* Cornell | Ben Pittman '87MBA |
| | Dr. Paul* & Ann* Sherman |

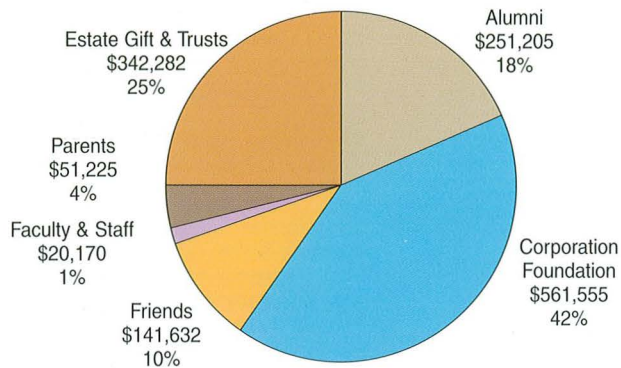
KEY

- † Partners Circle (\$500+)
- ◆ Scholars Circle (\$1,000+)
- ▲ Fellows Circle (\$5,000+)
- ▼ Deans Circle (\$10,000+)
- Founders Circle (\$25,000+)
- * Presidents Circle (\$100,000+)

*deceased

Donor Report 2005-2006

Total Sources of Support \$1,368,060 for 2005-06

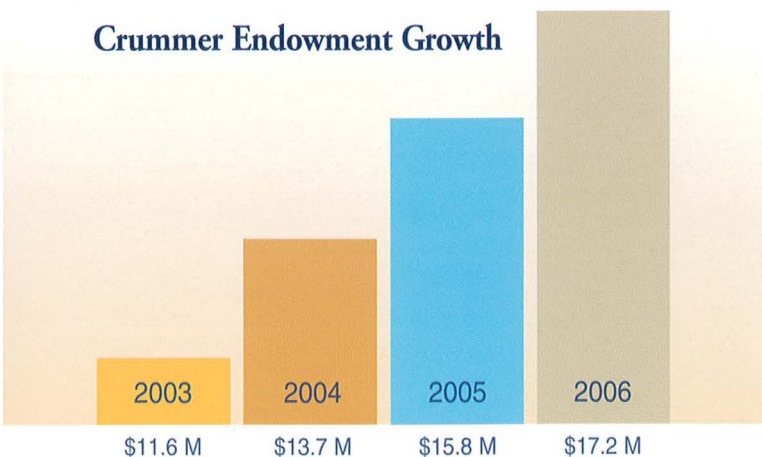


Endowed funds permanently enhance future generations

Endowed funds generate a steady stream of income while leaving the principal untouched making it possible for the Crummer School to recruit the best teaching faculty, provide scholarships to deserving students and offer a high-quality, nationally-ranked MBA program. The following individuals and companies have chosen to make a significant investment in the Crummer School with the creation of an endowment fund. Endowment funds also provide an opportunity to permanently recognize a family member, alumni, foundation or company. These naming gifts exist in perpetuity and are established with a \$50,000* minimum donation.

* Established for endowment funds initiated after 2005

Crummer Endowment Growth



Crummer School Endowment Funds

Market Value
at 5/31/2006

Endowed Chairs of Excellence

Bank of America Chair of Finance	\$1,788,197
George D. '35 and Harriet W. Cornell '35 Chair of Innovation Management	\$1,815,049
Allan '01H and Sandra Gerry Chair of Marketing & Ethics	\$852,042
Charles Harwood Chair of Operations Management	\$3,045,899
Charles and Lynn Steinmetz Chair of Management	\$1,442,938
	\$8,944,125

Endowed Scholarship Funds

A.R.E. Scholarship	\$181,887
Angus '69MBA and Mary Barlow Trust Fund	\$2,878,734
Class of 1986 Scholarship	\$4,317
Dynetech Scholarship for Entrepreneurs	\$21,283
Charles "Chick" '92MBA and Lisa Gregg PMBA Scholarship	\$50,975
Robert T. Guillem '94MBA Memorial Scholarship	\$35,854
James Hartman Scholarship	\$7,761
Charles Harwood Memorial Scholarship	\$663,059
Franklin H. Kissner Scholarship	\$1,654,876
Colin Murray '98MBA Memorial Scholarship	\$11,276
John C. Myers III, '69 '70MBA Scholarship	\$136,612
Pioneer Federal Scholarship	\$20,330
Betty Hopkins Sherman Excellence Award	\$223,058
SunTrust Student Investment Fund	\$644,116
	\$6,534,138

Special Designated Funds

Crummer Hall Maintenance	\$1,161,555
General Unrestricted Fund	\$81,173
Library and Book Fund	\$517,821
	\$1,760,549

Total Endowed Fund **\$17,238,812**

PHOTO BY JUDY WATSON TRACY



We want to hear from you. Send us updates on your life and career to the following address: crummeralumni@rollins.edu

Otto Robert (Bob) Matousek '76MSM passed away after a battle with cancer on July 1, 2006.

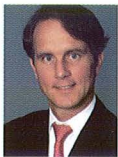


Al Weiss '81MBA is the recipient of the James B. Greene Award from the Metro Orlando Economic Development Commission.

Joseph V. Calderone, DMD '86MBA has been elected President of the Dental Society of Greater Orlando. He has a private dental practice in DeBary, where he is celebrating his 25th year of providing quality dentistry.

Matthew S. Stevens '89MBA is President of Stevens Construction Institute, Inc. in Winter Park. His book has been chosen by a Graduate Professor of Engineering in Australia as a subject reference for one of his classes.

J. Brock Lesperance '92MBA has joined Advanced Communication Solutions as Vice President and Controller. He is currently serving a third term as President of the Crummer School Alumni Association.



Darren Schuringa '93MBA has been promoted to Director of Eastbrook Capital Management.

Rich Wagner '93MBA recently completed his Ph.D. in Education Administration and Policy, major track Higher Education from the University of Minnesota.



Erin Wallace '93MBA was honored with the 2006 Medallion Award from the Institute of Industrial Engineers. She is Senior Vice President of Walt Disney World Operations.

Chris Dybowski '95MBA joined Rexel in Orlando as Division Controller. He will be relocating with his wife, Beatrice, to Orlando from Jacksonville. He would like to get in touch with colleagues. His email is dybowski@msn.com.

Pamela M. Santiago '95MBA was published in Drs. Kaplan and Norton's latest release "Alignment", featuring her Balanced Scorecard Implementation and the success it has had thus far for Enterprise Information Systems Lockheed Martin.



Angela Fettig '96MBA recently began a career in real estate with Sutton and Sutton Realty, Inc. in Orlando.

Erica Esterson '97MBA married Joseph Nicholson in June of 2004. They welcomed their first child, Evan Joseph Nicholson, on April 27, 2006. The family has relocated to Gainesville, GA. Erica left her recent position as a 1st grade teacher to be a stay at home mom. Erica plans to return to teaching in a few years.



Mark Carbone '98MBA President of XE Corporation in Orlando, released business-management software which was selected by the Small Business Technology Institute in San Jose, CA, as one of the "best technology products on the planet" for growing small business.

Gregory A. Clendenin '98MBA, President and CEO of Middleton Lawn & Pest Control, has been named to the Board of Directors of the National Pest Management Association.

Terresa (Ashford) Possehl '99MBA and husband, Lt. Col. Chris Possehl, USAF welcomed daughter, Jordan, on February 27, 2006. They are currently at Tinker AFB in Oklahoma.

Ursula Uelze '99MBA has been promoted to Sr. Manager of the Licensed Partner Team at Universal Studios. She has also been accepted into Florida A&M Law School and will begin classes in the fall.



Victor Jarosiewicz '00MBA and his wife, Laura, welcomed son, Evan James, on May 20, 2006.

Kelly Lonesk '01MBA and her husband relocated to Southern California in February 2006. She is working at California State University Fullerton as a Business Analyst.

Andrea L. Ehresman '99 '02MBA was named Marketing Manager for The Coca-Cola Company and has relocated with her husband, Adrian, to Highlands Ranch, CO.

Barbara Hartley '01MBA has joined *Orlando Magazine* as Sales Manager.



Darian Reeves Mohring '01MBA and **Alexandre Mohring '01MBA** welcomed their first child, Sofia Francesca, on March 28, 2006.

Tracy Harmon '02MBA received the USF College of Business Administration Doctoral Student Research Award. The award is open to all doctoral students in the College of Business, and is awarded to the Ph.D. candidate who has excelled in academic research during the 2005 year.

Taheerah Lawrence '02MBA recently moved to Atlanta to start a career in real estate finance/development, preferably in affordable housing development. She is engaged to Raymond Brown of Atlanta, GA.

Sandra Hostetter '01MBA was named president of CNL Bank.

Lisa (Ali) Mohammed '03MBA married Shane Mohammed on November 27, 2004. They are living in Trinidad, where Lisa works for TOSL Engineering Limited as Manager-Corporate Services in charge of HR; IT; health safety, environment and quality, internal audit and security.



Rebecca VanReken '03MBA and **Gustavo Quintero '03MBA** were married in March in Winter Park, FL. Rebecca works in the commercial real estate finance department for Capital Source. Gustavo works in finance for Caliman International, a multinational produce distribution company. They reside in Winter Park.

Cheryl Henry '04MBA was appointed Chief of Staff of the Office of the Mayor for Orlando. Cheryl is the City's first female Chief of Staff.

Mark Shamley '04MBA recently joined the Orlando Magic as Vice President of Community Relations and Government Affairs.



Mary Cavanaugh Knapp '05MBA and her husband welcomed son, Keith "K.C." Cavanaugh, on March 27, 2006. He weighed 6 lbs., and was 20 inches long.

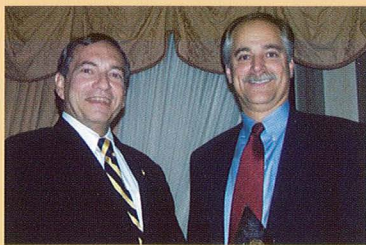
Scott Comeaux '05MBA and wife, Nichole, welcomed their son, Clayton Julien, on January 31, 2006. He was 8 lbs., 8 oz. and was 21 3/4 inches long.

Alejandro Perez '05MBA joined Wilson Learning Group in Maitland, FL.

Allison D. Buzyniski '06MBA was appointed President of The Beacon Foundation in Orlando.

Richard Konkel '06MBA and wife, Kim, welcomed their first son, Evan Richard, on March 27, 2006. Richard was recently appointed Associate Vice President of Public Finance for Stifel, Nicolaus & Company and is working in the firm's Winter Park office.

Linda H. South '06MBA was named by Governor Bush as Director of the Agency for Workforce Innovation (AWI). The Agency for Workforce Innovation is responsible for implementing policy in the areas of workforce development, welfare transition, unemployment compensation, labor market information, early learning and school readiness.



Thomas J. McEvoy '80 '85MBA delivered the commencement address to 140 Crummer School graduates on April 29, 2006. During the ceremony, he became the seventh alumnus to be inducted into the Crummer School Alumni Hall of Fame. Tom is President of Business Markets at Embarq Corporation.

2006 IOA Corporate Run

The Crummer School Alumni Association hosted a team of alumni runners on April 20, 2006. More than 20 runners participated on the Crummer School run team, and many other alumni participated on behalf of their individual employers. Following the run, everyone gathered at the Crummer School tent to enjoy delicious German food and drinks provided by The Willow Tree, a gourmet German restaurant located in Sanford, FL, and owned by alumna Linda Hollerbach '00MBA and her husband, Theo.



Alison Buzyniski '06MBA, Lawrence Penepent '06MBA, Debra Lacy '06MBA

Faculty and Staff Notes

Jana Marie Holt Allen has joined the Crummer School as director of the Saturday and Executive MBA Programs. Previously, she was director of the Baylor University Executive MBA Program in Dallas.



Ilan Alon was selected to the editorial review board of the *SAM[®] Advanced Management Journal*, a refereed, quarterly



publication of The Society for Advancement of Management. He has recently co-authored "Business and Management Education in China: Transition, Pedagogy and Training, Singapore" published by World Scientific (2005) and authored "Service Franchising: A Global Perspective" published by Springer (2005). "Service Franchising" advances the knowledge of international service franchising and includes contributions from several Crummer School faculty including Professor of Accounting **Ralph Drtina**, Professor of Operations Management and Quantitative Analysis **James Gilbert**, and Professor of International Business **James Johnson**.

Professor of Marketing **Jule Gassenheimer's** and Professor of Marketing and Entrepreneurship **Michael Bowers'** publication: "The Absence of Reputation: An Exploration into Service Entrepreneurs' Dilemma Using Agency and Signaling Theory" was selected as the best paper in the Services Marketing track at the Atlantic Marketing Conference.

Professor of Accounting **Charles Brandon** retired from the Crummer School in August 2006. He and his wife, **Jane Cordray Brandon**, will be enjoying retirement in Asheville, NC.

Dr. Enrique Correa has joined the Crummer School as Visiting Professor of Operations Management. Previously, he taught in Brazil.



Professor of Marketing **Jule Gassenheimer** was named Chair Elect for the American Marketing Association Sales Special Interest Group (2006-2008).

Professor of International Business **James P. Johnson** recently co-authored and published an article titled "Cross-Cultural Competence: Toward a Definition and a Model" in the *Journal of International Business Studies*, the top-ranked journal for international business. He was also elected to a second term as Vice-President of the British-American Chamber of Commerce of Central Florida.

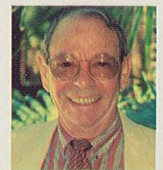
Thomas Krucek joins the Crummer School as Director of the Center for Entrepreneurship.



Professor of Marketing and Strategy **Greg W. Marshall** was recently appointed to a fourth consecutive three-year term on the editorial review board of the *Journal of the Academy of Marketing Science (JAMS)*.

Professor of Human Resources **Robert K. Prescott, SPHR** was elected to the Board of Directors of the Human Resource Planning Society (HRPS). He also recently authored an article on human resource leadership and is a contributing author for an article on campus recruiting with Career Specialist **Erin Pianko** for the *HR Encyclopedia*. He is a technical editor for the *Professional in Human Resources (PHR)* exam book.

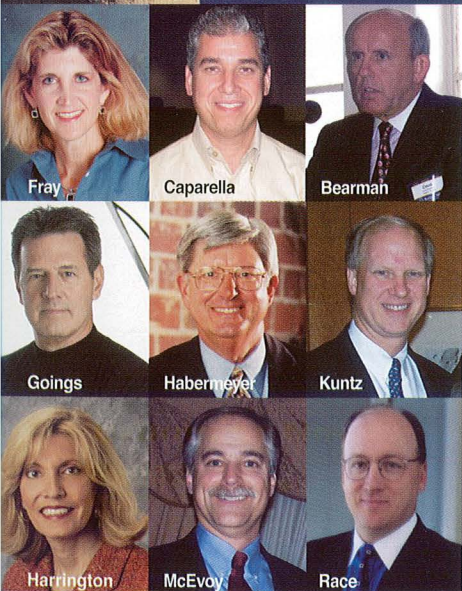
The Production and Operations Management Society (POMS) Board of Directors named the Society's highest award in honor of Crummer School Professor Emeritus of Operations Management **Martin K. Starr**.



Faces on Campus for Academic Year 2005-2006

Business Leaders to Campus

The Crummer School is blessed with a variety of CEOs, Presidents, and successful entrepreneurs who speak in class, serve as judges for business plan competitions or meet with small groups of students to answer questions about trends, industries and provide a real world perspective from the front lines of business. This list highlights some of the individuals who participated in preparing our MBA students for the challenges they face after graduation.



Richard A. Ahl, Jr. '94MBA, President, Ahl Investment Management

Peter C. Barr, Jr., President/CEO, Fry Hammond & Barr

David Bearman, Executive Vice President/CFO, Hughes Supply

William H. Bieberbach '70 '71MBA, Vice President,
RonJon Surf Shop of Florida

John P. Caparella '05MBA, Executive VP/COO,
Gaylord Entertainment Company

Dr. Peter L. Chamberlain '84MBA, President/CEO,
Investment Trust Company of Florida

Gregory A. Clendenin '98MBA, CEO, Middleton Lawn & Pest Control

Donald L. Collins, Chairman/CEO, Collins Industries

Robert D. Finrock, Jr. '71MBA, President, Finrock DMC

Carolyn R. Franz '90MBA, Vice President - Disney Corporate
Account Manager, Siemens Corporation

Anne K. Fray '83 '89MBA, Executive Vice President, BankFIRST

Karen Garrison '83, Past President, Pitney Bowes

E. V. Goings, Chairman/CEO, Tupperware Corporation

Carolyn B. Gosselin, Chief Communications Officer,
CNL Financial Group

H. William Habermeyer, Jr., President/CEO, Progress Energy Florida

Kim K. Hahn '96MBA, Publisher & Founder, Conceive Magazine

Roseann R. Harrington '90MBA, VP Marketing Communications &
Community Relations, Orlando Utilities Commission

Steven W. High '81MBA, President, H.J. High Construction Company

Stanley C. Horton '77MBA, President/Chief Operating Officer,
Cheniere Energy

Thomas J. Horvath, President, CNL Shared Services

Thomas G. Kuntz '78, Chairman/CEO, SunTrust Bank of Florida

Gary A. Monetti '91MBA, President, SAWTEK

Blair D. Neller '74, Former Owner, Globe Business Resources

John D. Race, Sr. '77 '84MBA, Principal, DePrince, Race & Zollo

John N. Rigsby, Florida Group President, BrightHouse Networks

James A. Sowersby '91MBA, CEO, Rebus Group

ROLLINS Business Leader

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Crummer Graduate School of Business
Office of Alumni Relations and Development
1000 Holt Avenue-Box 2722
Winter Park, Florida 32789-4499

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