Paul Huntsman, David Huntsman, Jr. '19, Alison Huntsman Morgan '13, Joe Morgan, and Dean Douglas Anderson celebrate the tenth anniversary of the naming of the Jon M. Huntsman School of Business by opening the Huntsman Library, November 30, 2017. Photo by Emily Beus.
Recently, we celebrated the 10th anniversary of the naming of the Jon M. Huntsman School of Business with a symbolic opening of the Jon M. Huntsman Library. Jon and Karen’s son Paul Huntsman, owner and publisher of the Salt Lake Tribune, granddaughter Alison Huntsman Morgan ’73, and grandson David Huntsman ’19, helped cut the ribbon.

As we reflect on the past ten years, the entire Huntsman School community can be proud of the remarkable steps we have taken to improve the quality of our faculty, facilities, and finances. Undergraduate enrollment on our main campus in Logan has grown 50 percent over the past ten years, while the number of high ability students directly admitted to the Huntsman School has increased 459 percent. To provide the most effective level of classroom instruction and extracurricular support for these students, we hired outstanding faculty and staff, added 12 new academic and extracurricular programs, significantly refurbished the George S. Eccles Business Building, and built Huntsman Hall. Our alumni and friends have responded enthusiastically, with annual scholarship support increasing 784 percent, from $203,000 in 2007 to $1.8 million in 2017.

The common thread running through every decision we make in terms of recruiting faculty, creating new programs, or building new facilities is a focus on our students and their success. As we look forward to the next ten years and beyond, we are driven by this objective—to develop leaders of distinction in commerce and public affairs. We believe the world needs more Aggies, and that it is our role to prepare these outstanding young people for the positions of responsibility and leadership they will occupy.

We know that structured experiential learning and deep student/faculty relationships contribute significantly to the career and life success of our college graduates. To that end, with the generous assistance of the Jon Huntsman and Charles Koch Foundations, we have expanded the Huntsman Scholar program four-fold, and have created, redesigned or expanded our curricular and extracurricular programs so that more of our students have the experiences and opportunities that will enable them to compete with the best and brightest anywhere in the world. Analysis by the Utah Governor’s Office of Economic Development forecasts a doubling of the population of the state over the next half century, to over six million, with the majority of that growth concentrated along the Wasatch Front. Utah economy is transitioning from goods producing to knowledge-based jobs, with many of those jobs requiring a solid understanding of business and economics. The Huntsman School is well positioned and ready to serve as an engine of growth for our community, the state, the nation, and the world.

Spread the word!

— Dean Douglas D. Anderson
PASS THE TORCH

A multigenerational collegiate story is more than impressive, it’s inspirational. Some of the most impactful life experiences occur during an individual’s college career. It only makes sense that parents would secretly, or blatantly, want their children to attend their beloved Alma-Mater. Utah State University is proudly paving the way for this metaphorical “passing of the torch” with the Legacy Waiver.

Students who have at least one parent or grandparent who graduated from Utah State University can now receive up to 70% off the cost of nonresident tuition! The waiver is good until graduation.

So no matter where life has taken your family, children and grandchildren of USU alumni can have financial help as they carry the Aggie torch forward for generations to come.

huntsman.usu.edu/legacy

My Huntsman Experience
DE RICK MORALES ’18, MARKETING

When I entered the Huntsman School of Business in the spring of 2015, a then graduating senior named Steve Clark told me of his experience in beginning a great career with Koch Industries. He assured me that as long as I worked hard the faculty and staff in the Huntsman School would help me accomplish my career goals. Now as I prepare for graduation, I’ve seen the fruition of that promise. Thanks to the generosity of donors, I have been able to acquire some incredible experiences in various clubs and programs. I was able to gain valuable skills, managing the profit and loss, product offering, marketing, and event management for the Partners in Business Program. This experience positioned me to intern at General Mills (7-year old me would have been ecstatic!) and eventually accept a full-time offer to work for General Mills in Philadelphia. I wouldn’t change a thing about my undergraduate experience at the Huntsman School, and owe much of my success to the incredible faculty who taught and mentored me, the staff who prepared and practiced with me, peers who challenged me to be the best version of myself, and lastly, community partners who offer support to the School and make this experience possible.

Some of Derick’s experiences include:
• Partners in Business—Managing Director
• Huntsman Consulting Group—Founder and President
• ProSales student club member
• USU Ambassador President
• USUSA Student Fee Board, Voting Member, Student-at-Large
• Big Brothers-Big Sisters, Mentor
• Soon to be 2018 Fantasy Football Champion
Ten years ago, Jon Huntsman challenged us to produce students who can compete with the best and brightest anywhere in the world. Our students are doing just that, going on to top graduate schools and globally recognized companies. Just this academic year, our undergraduates have accepted offers from Amazon, General Mills, Goldman Sachs, JP Morgan, Koch Industries, Workday, and many more, while our graduate students have accepted offers from Deloitte, Ford, Honeywell, PricewaterhouseCoopers, and others. In a more recent message, Huntsman asked how we would “build the HSB undergraduate program so that it enters the top 3 or 4 schools in the country.” This audacious goal guides our vision as we look forward to the next ten years and beyond.

The Huntsman School’s vision of creating a world-class undergraduate education to drive student success, develop leaders of distinction in commerce and public affairs, and enable our students to lead lives of meaning and contribution is predicated on the development of a rich set of curricular and extracurricular opportunities. Research tells us of the positive role that experiential learning plays in the career outcomes of college graduates. Many in the business community are also urging institutions of higher education to transform their curricular offerings to include structured experiential learning.

At the Huntsman School, award-winning student clubs and established co-curricular programs provide students with ample opportunities to supplement outstanding classroom instruction. Two longstanding programs in particular, the Huntsman Scholars Program, the School’s honors program, and the Small Enterprise Education & Development (SEED) Program integrate...
classroom instruction with outstanding experiential learning opportunities essential to life and career success.

Huntsman Scholars

The Huntsman Scholar Program was the result of the initial gift from the Huntsman Foundation in 2007, and over the almost ten years of its existence, approximately 25 students per class, or about 100 per year were selected as Huntsman Scholars. The critical thinking, deep engagement between faculty and students, and resulting student achievements led Jon Huntsman to provide a new gift in 2017, with the challenge to quadruple the size of the program to 100 students per class, so that 400 students can participate in the program each year. This represents almost 20 percent of the Huntsman School’s Logan campus undergraduate student body. Mr. Huntsman noted that he wanted the program to expand in size because he believes there are so many students who, while possessing the capacity and desire to compete with the best anywhere in the world, needed an opportunity to fully realize their potential. He said, “It reminds me a little bit of the great verse that O. Henry talks about when he describes the unborn masterpiece that all of us have within our own selves, the capacity to perform a masterpiece. That may be in music, it may be in agriculture, it may be in industry. All of us have a capacity. But most of us never see that capacity because we never take the opportunity to look deep within ourselves and say, what do I know that somebody else doesn’t know? We need this program to quadruple in size because these young people have unborn masterpieces but they don’t know it yet.”

The newly envisioned Huntsman Scholar Program, launched in Fall 2017, focuses on providing the skills and attributes students can use to create and perform their own unique masterpieces. Students participate in a curricular and co-curricular experience across four years, with a program of study focused on academic rigor, critical thinking, and mentoring to provide a solid understanding of markets and the nature of business enterprise. Paul Fjeldsted, a faculty mentor in the program, notes that “The program’s success should be measured by the degree to which the students, faculty, and administration take responsibility to carry out Mr. Huntsman’s vision - to be among the top undergraduates in the country. An important metric of this success is whether our students are able to obtain the best career opportunities available to anyone in their chosen field.”

All program students take 10 courses that represent a core understanding of markets and how a business enterprise functions. They also take developmental "labs" designed to provide an integrative perspective of skills...
This past December, I had the opportunity to travel to London with 10 of my fellow students and Paul Fjeldsted and Chad Simon, two of the best professors in the business school, to get a firsthand look at what it is like to work and live in London. It was really interesting. It was great talking to Breogan about his experience. "Nothing in my academic career has been of greater value. The SEED Program opened my eyes to a completely different and real world that is almost impossible to experience in the classroom alone. The experience tried me mentally, emotionally, and academically. Returning home from the SEED Program, I began my senior year and the hunt for a job after graduation. I applied for my dream job with General Mills and began to advance through the interview process, and I was invited to a final round of interviews at General Mills Headquarters with seven other finalists. Each finalist was unbelievably qualified. The majority were presidents of their student organizations, honors students, and accomplished leaders. During my final interview, I was asked to talk about my experience in Peru and the 12-step financial program my partner and I had developed and used design thinking to create a capstone experience comprising a service project on the Navajo reservation in southern Utah. Students created an "opportunity fair" to help elevate the aspirations and discover potential pathways to higher education and career opportunities for three hundred high school students at Whitehorse High School in Blanding, Utah. Scholars also participate in activities that promote service, professional development, and social interaction through a broad portfolio of opportunities that add significant value to their Huntsman experience.

The purpose of the curricular, co-curricular, and extracurricular requirements is to prepare students to add immediate value to whatever endeavor they choose. According to Chad Simon, associate professor of Accounting and a faculty mentor in the program, the program "aims to help students become citizens and future leaders who are known for their drive, humility, and ability to understand and work well with others while competing at a high level. It emphasizes practical career preparation and a desire to raise students' aspirations to realize their full potential." The Program also serves as an idea incubator for the School to experiment with initiatives that could be offered to the entire student body.

Doing well by doing good

Founded in 2007, the SEED Program provides undergraduate students with opportunities to educate and mentor aspiring entrepreneurs in Peru, Ghana, and the Philippines with the goal of helping to alleviate poverty. Students spend a semester working in pairs to identify and prepare potential clients to receive funding, and to train and mentor existing clients in the basics of enterprise creation including accounting, sales, and marketing practices. Dr. Mike Gläuser, Director of the Center for Entrepreneurship where the SEED Program is based, has worked closely with his team to create partnerships with DanPer, a large agribusiness in Peru, and with the US-based non-profit Mentors International to fund promising venturers in Peru, Ghana, and the Philippines. They’ve also raised funding for scholarships for the student interns, established infrastructure to supervise students in the field and provide safe housing, and developed a teaching curriculum that the interns customize to fit each client’s needs.

USU students who participate in the SEED program find themselves transformed by the experience. "It provides students with a hands-on educational experience where they’re dealing with real business problems on a daily basis, with a number of clients across industries," says Dr. Gläuser. Orlando Porras developed a greater understanding of how people from different cultures learn from and benefit one another during his semester in Peru. "People think differently, and these differences are beneficial. We learn to complement one another with our different skill sets," says Porras. They also return home more confident and focused. Like all SEED interns, Madeleine Waddoups learned as she taught during her semester abroad in Ghana. When not working with clients, she and her SEED partner taught weekly English and Math classes at the school in Abomosu, a city in central Ghana. They also taught...
workers to use Excel. “That was empowering for me in going forward, to know that I could help with and actually make a change for the better. I have a different attitude for my future career, knowing I can shape what I want change to,” says Waddoups.

Potential employers also value the hands-on experience and maturity these students possess. “They’re applied marketing, finance, and customer service skills in a variety of settings. They’re flexible, they appreciate diversity, and they can live and work well with different people and cultures. Employers feel like they’re job ready,” says Dr. Glauser.

The internship program for SEED was launched in Spring Semester of 2009 with two interns sent to Trujillo, Peru. What began as a program that sent a few students per year has grown to include almost 50 students per year over the last two years, with a goal of sending 100 students per year on SEED internships.

Key findings of the Gallup-Purdue Index, which assesses alumni perceptions of their undergraduate experiences and how those experiences relate to their well-being and job quality later in life, indicate that supportive and motivating relationships with professors and mentors, including alumni and professionals, are crucial to undergraduates’ college experiences. Additionally, experiential learning opportunities, such as internships, student club and other extracurricular participation, or group projects, greatly increased student satisfaction and career success.

The Huntsman Scholar Program and the SEED Program are two of the many ways by which the Huntsman School provides students with developmental opportunities. These structured experiential learning programs supplement a dynamic curriculum and classroom instruction by outstanding faculty. Programs such as Huntsman Scholars and SEED, and an emphasis on student/faculty engagement at the undergraduate level point the way to ushering in the next generation of Huntsman School programs and our aspiration to meet the audacious challenge from Jon Huntsman to create a truly world-class undergraduate business program.

Dare Mighty Things

Huntsman students made their mark last summer by sending the largest intern class into the retail sales division of General Mills out of any school in the nation. Now, six Aggies have accepted full-time positions as Business Management Associates.
Dare Mighty Things Together
Snow College and the Huntsman School of Business are teaming up to break down barriers in higher education. Through an official partnership, business administration and marketing students at Snow College, having completed their first two years through Snow's curriculum, can now finish the last two years of their bachelor's degree while staying at Snow's campus. The Huntsman School will also offer two popular minors in entrepreneurship and technical sales.

Marketing Students Help Community
Students from the Huntsman Marketing Association student club helped local businesses improve their online presence during their fall semester service project. The students delivered new websites, built to the specific needs of the business, and tutored their clients on how to best manage their new websites for maximum results. HMA student Jaron also worked with Kaylene Ames of the Wellsville Foundation. "This is a dream come true," Ames said.

When business owners benefited significantly from the project, so did the students. Jill Richardson, president of HMA, said that the service project taught her new skills that can be applied to her future business career. "It was great to see how excited the business owners were when they got to see their new websites and what they could do for their businesses."

Student Achieves New York Dream
With the Manhattan skyline plastered across her bedroom walls, Hadley Sargent's sights were always set on a career under the bright city lights. And this Spring, when she graduates with a dual major in marketing and business administration, she'll have been on the fast track to New York City.

Sargent may have always wanted to live in New York, but she didn't always know finance and marketing would be a part of her career. It wasn't until her second semester of college, when she took a marketing class, that she realized she loved the idea of being able to be creative and use data and be analytical at the same time. "I would have never, ever thought that I would be going to Goldman Sachs," she said. "I mean, I think my freshman year if you'd have said Goldman Sachs, I don't even know if I would've known what it was."

To this day, Sargent doesn't know exactly how she set herself apart from other candidates. "During my internship, I worked really hard in the role I was assigned," Sargent said. "I made sure to come in early to get my own work done so that I could have the rest of the day furthering my internship project or taking on additional responsibilities from my colleagues. By going above and beyond what I was asked to do, and by being friendly and professional to everyone around me, I believe that I set myself apart from other candidates."

Marketstar/Pinterest Sales Competition
Marketstar and Pinterest executives judged a sales competition at the Huntsman School during which student teams pitched Pinterest as a viable marketing platform for a case company. Participants had the opportunity to attend instructional sessions on digital marketing and sales techniques taught by Marketstar and Pinterest professionals, and winners were each given a $1,000 scholarship award and the opportunity to compete at a national sales competition.

COURTESY OF BRIAN HENDERSON

CORPORATE SPONSORS

HireVue CEO encourages versatility
HireVue provides the Huntsman School with licenses to a video interview platform that students can use to develop video interviewing skills many will need to land a job in today's market. Kevin Parker, CEO at HireVue, delivered the Focused Friday Leadership Forum on November 10th, where he encouraged students to remain versatile in the workforce and take advantage of global opportunities. Parker shared his passion about HireVue’s role in democratizing the hiring process by enabling companies to reach a larger and more diverse hiring pool and remove human biases from the interviewing process. According to Parker, "The future for HireVue focuses around the question of can we do a better job matching candidates with jobs? Can we create a generic video interview and then use artificial intelligence and algorithms to better match talent to opportunity?" The full interview can be found at huntsman.usu.edu/forums/fridays.

Conducting Academic Research
This summer I had the opportunity to attend the Business of Teaching Conference and conduct research with a group of students and professors in Iceland and Denmark. Although I am not a professor, I was drawn to this conference because I wanted to be exposed to unique perspectives about unfamiliar fields of study and present research to an international body.

It was initially daunting to believe I could add value to the conversations at the conference; however, as time passed, I felt I quickly gained my stride among these professionals, and I now feel more prepared to hold my own in similar future situations. It was academically rewarding to present our work and research at such a notable conference, and the confidence I gained through the process has inspired me to aim for similar presentation opportunities for my own research.

It was an incredible experience to interact with professors and faculty in the Huntsman School. I felt there are educators who care so deeply about the success of their students and colleagues.

— Jacklyn Sullivan ’18, Economics & Statistics
Recent Huntsman Faculty Publications in Key Academic Journals

Benjamin M. Blau
Economics & Finance

Benjamin M. Blau, Tyler J. Brough
Economics & Finance

Julena Bonner
Behavior

Benjamin M. Blau, Tyler J. Brough, Magno J. De Souza Queiroz
Management Information Systems

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Management Information Systems

Briggs B. Depew
Economics and Finance

Devon K. Erickson
School of Accountancy

Robert J. Mills
Management Information Systems

Kari J. Olsen
Accounting

Jason M. Smith
Management Information Systems

THERESA FOXLEY ’04
President & CEO, Economic Development Corporation of Utah

DANIELLE NIELSON ’99
Co-Founder, Diamond Wireless
Following an icon like Larry H. Miller as CEO of the company that bears his name can be intimidating, but then again Clark Whitworth, this year’s Distinguished Executive Alumnus, had a good teacher—Larry Miller.

Whitworth, named CEO in 2015, today leads a company spread across 46 states, with 11,000 employees, and five major business lines, including some very high profile businesses. He holds dear The Countess and the Impossible, a story that follows a young boy’s struggles and growth as he learns to manicure a countess’s lawn. The countess educates the boy. She impels him. Her standard of excellence, at first impossibly out of reach, inspires him through repeated attempts to finally attain it. Whitworth loves this story because, in a way, it is the story of his relationship with Miller, who served as mentor and guide to Whitworth for more than 20 years, and inspired him by example to achieve great things.

Whitworth, who grew up in Bountiful, Utah, came to USU to study accounting. He recalls meeting his wife Jennifer in a statistics course in the business building. After USU, Whitworth worked for the accounting firm Peat, Marwick, in New Orleans, and then for Deloitte in Salt Lake City. He met Miller while working for the Rick Warner automotive group in Salt Lake City in the mid-’80s. He was impressed by the successful businessman’s patience and generosity. “Rick asked me to form a reinsurance business for the company. One day he brought Larry back with him from lunch and introduced us. Larry taught me how to set up the reinsurance business that day. He expected nothing in return, even while I was working for his competitor,” recounted Whitworth.

Whitworth joined the special projects team at the Larry H. Miller Group in 1987, and acted as lead in securing financing for the Delta Center (now Vivint Smart Home Arena) in 1999. Recognising his potential, Miller taught him to manage complex situations by including him in all business communications, negotiations, and transactions. “Today I can look at a piece of marble and see what was in it. Larry taught me to look at business deals and see how the structure can pull together,” said Whitworth, who has helped double the size of the company in the last eight years.

“Larry taught me to look at business deals and see how the structure can pull together,” said Whitworth, reflecting on his lifetime of learning by example. “I decided I could figure out most anything. There’s no challenge I’ve been afraid to take on. I just work hard enough and get it done.”

The desire to learn came naturally for Whitworth, as did his love of fixing broken things. When he was a boy he taught himself to fix the toaster, the mower, and the family car. As a young missionary for the Church of Jesus Christ of Latter-day Saints in Buenos Aires, he helped sort out mission finances and served as translator for business dealings with the Church-owned ranch in Argentina. In his first accounting job, his efforts to correct critical mistakes brought him joy and satisfaction.

Whitworth chose The Countess and the Impossible as the theme of his company’s most recent leadership conference, challenging his more than 100 executives in attendance to better practice the principles of mentorship that profoundly shaped his life.

“What you need to be successful is to find a person who will be a great mentor to you—someone you can have confidence in, who will tell you how to do things differently and how to do things better. I got lucky. I was mentored by Larry Miller, and I’m responsible to make sure I share all the gifts I got from Larry with others, as well.”

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CLARK WHITWORTH, ’82
CEO, LARRY H. MILLER GROUP OF COMPANIES
2018

Huntsman Alumni Magazine • Winter 2018

Keeps us updated! Email your news to huntsman@usu.edu.

80s

Richard Lynn Johnson ’80, a Program Manager at NiuSkin International. Barbara Miller ’80, works as a VP for Ontico Medical Providers. Lori T. Procopi ’80, is the Chief Development Officer at Intermountain Medical Group. David Bodie ’80, works as the CFO for Soesdom Companies. Larry W. Saffron ’80, is an Accountant at Apogee Instruments. Michael Christiansen ’81, is the CFO and Managing Director for World & Company. Kelly King ’81, is a Regional Sales Manager at Storopack. P. James Hird, Jr. ’82, works as a Senior Associate for AirCell International. Robert O. Jenkins ’82, is the President of Utah Valley Campus. Todd Kent ’82, is the Dean of Faculty for the University of Utah Art Campus. Anthony L. Stephenson ’82, works as an Engineering Manager for OrthoBench Healthcare. Deanne Bailey ’84, is a District Data Specialist at the Sods Spring School District. Colleen Elizabeth Davidson ’84, is a General Sales Manager at Intecon. Merrill D. Davis ’84, is the President and CEO of AutoTrack. Curtis W. Anderson ’86, is the SVP at Rock Canyon Bank. Paul J. Jones ’86, works as the Chief Leadership Development Office at Intermountain Medical Group. David B. Adams ’87, is a Project Manager at Email Solutions. Calvin L. Knight ’88, works as a Senior Analyst for Merit Systems. Anthony A. Grasso ’89, is a Project Manager at Automax Data Processing. Daniel M. Hayes ’90, is a Manager for Intermountain Health. Mark L. Low ’90, is a Managing Partner for Jones Smurfits. Richard A. Oldberg ’81, is a SVP Controller at Zanem Energy Group. Lance R. Jackson ’86, is a Project Manager at AuduS Technologies. Richard T. Todd ’86, is the CEO of Diversified News Publishing. Collin Alan Weiss ’86, is an Aerospace Operator at Sorensen United Copper. Douglas T. Hansen ’86, works as an Audit Partner for Tanner. Lance Barley Lankford ’86, is a Sales Representative at CRM. Jeffrey D. Losek ’86, is a CEO for Intermountain Hydraulics & Automation. Lisa M. Skouras ’86, is the Director of Workforce and Resource Development at the University of Utah. Daniel D. Talon ’87, is a Revenue Director for Intecon. Paul Kalil ’88, is a Manager in the Finance Group. Nathan H. Bybee ’90, is a Partner at KPMG. Sharilyn inspector ’90, is a National Director of Projects for Intecon. Dan Detterman ’91, is a CEO at Stryker College of Aeronautics and Technology. Julie Ann Fink ’91, is a Medical Staff Writer at Outlier Publishing. Bonnie B. Newman ’91, is a Relationship Manager at Wells Fargo. Goon Sorensen ’91, is an Accounting Clerk at Aquatic Culture. Michael-Kath Waidley ’91, is a Senior Manager at Tanner LLC. Laura Allen ’92, is the Systems Analyst at Lincoln Financial Advisors. St. Scott Hunt ’92, works as the President, Corporate Accounts for Fico Pago. Donald J. Wood ’92, is a Brand Development Manager at Intermountain Medical Center. Tara D. Allen ’93, works as a Director for All-Capital Management. David H. Talon ’93, is a Senior Analyst for Merit Systems. Adam A. Grasso ’94, is a Project Manager at Automax Data Processing. Richard T. Todd ’94, is the CEO of Diversified News Publishing. Robert A. Walsh ’94, works as a Senior Property Manager for AECOM. Melanie Rampino ’95, is a Branch Supervisor at American United of Credit Unions. Carl Ray Childs ’95, works as a Senior Manager for VMWare. Bruce Turek ’95, is a HR Consultant at Home Depot. Shane B. Reed ’95, is the Chief Technology Officer at OC Tanner. Charles M. curlington ’95, is the Chief Technology Officer at OC Tanner. Leigh W. Holm ’95, is a Senior Sr. Sales Engineer at Bay Software. Douglas B. Adams ’96, works as a Commercial Marketing Manager for Bay Networks. Chad Michael Petersen ’97, is a Manager at Renaissance Equipment. Diane A. Adams ’97, is a National Director of Projects for Intecon. Douglas J. Hansen ’97, is a Director at Walters State Community College. Daniel B. Sorensen ’98, works as a Director for Applied Data Processing. Eric J. Robertson ’90, is a Sales Manager at Medco. Martin Walker Ward ’93, is a VP at Project Manager at AECOM. David R. Woodworth ’93, is the Commissioner for UT Office of Small Business Administration. Cheryl S. UK ’93, is a Senior Director of Projects for Intecon. Chad S. Reynolds ’94, is a Director at Walters State Community College. Andrew J. Jackson ’95, is a Senior Director of Projects for Intecon. Cory R. Johnson ’96, is a Senior Director of Projects for Intecon. Charles A. Grasso ’97, is a Project Manager at Automax Data Processing. John A. Barnard ’97, is a Chief Financial Officer at Intermountain Healthcare. Chad M. Petersen ’97, is a Manager at Renaissance Equipment. Darrell S. Adams ’98, works as a Senior Director at Walters State Community College. Douglas R. Adams ’98, works as a Commercial Marketing Manager for Bay Networks. Craig M. Barnard ’98, is a National Director of Projects for Intecon. Mark Edward Knight ’96, is a Commercial Marketing Manager at AECOM. Chad Michael Petersen ’97, is a Manager at Renaissance Equipment. Dave A. Adams ’99, is a Commercial Marketing Manager at AECOM. Chad Michael Petersen ’97, is a Manager at Renaissance Equipment. David A. Adams ’99, is a Commercial Marketing Manager at AECOM. Chad Michael Petersen ’97, is a Manager at Renaissance Equipment.
Andrew Jonathan Miller, 90, is the CEO of Airtrix Investments.
Chad M. Lackey, 90, is a web developer for Hospitable Life & Casualty Insurance.

The advice Gracie gives all her interns is to find their dream jobs on a marketing coordinator, Gracie found a Digital Marketing Manager for a marketing firm as a part-time job. She adds, “Once you have the skills, you can apply to more beneficial because of the hands-on opportunities and more exposure.” She explains, “Once you have the skills, you can apply to any big name that you want and get a higher-level job.” After being a marketing coordinator, Gracie found a Digital Marketing Manager position and negotiated a substantial salary increase. “I mention the negotiation of experience to the hiring manager to show that I can get the job done.”

Gracie Arnold, ‘15, Marketing, lives in Phoenix, Arizona, is married to her college sweetheart, and works as the Digital Marketing Manager for StormWind Studios. After graduation, Gracie started at PetSmart but discovered her place was a mid-sized IT company. “I acquired a ton of skills and experienced while at PetSmart. I became certified in HubSpot, attended conferences, and learned real corporate lingo.” However, she believes that starting at small and medium sized businesses can be more beneficial because of the hands-on opportunities and more exposure. She explains, “Once you have the skills, you can apply to any big name that you want and get a higher-level job.” After being a marketing coordinator, Gracie found a Digital Marketing Manager position and negotiated a substantial salary increase. “I mention the negotiation of experience to the hiring manager to show that I can get the job done.”

Jaime S. Birch, 90, is a Director at KPMG.

Gracie’s current advice to current students: “Go to every football and basketball game. Go skiing every winter. Don’t ever forget to help others along the way. Be true to your personality in whatever position you hold. Take risks. Trust your gut. Work hard. Challenge yourself. And don’t ever forget to help others along the way.”

Jake’s advice to current students: “Go to every football and basketball game. Go skiing every weekend. Become a True Apple. Make as many friends as possible, your college friends will probably be your best friends for the rest of your life. You only go to college once, you have the rest of your life to work and worry about business.”
Jesse Gibbs ’09, works as a Director, Sales Executive for Vistaprint
Brandon C. Markle ’08, works as a T ax Manager for Jones Simkins.
Jeffrey R. Harding ’08, is a VP, Sales and Marketing for Acumed.
Katharine Gilda ’06, works as a Director of Admissions for Salt Lake Community College
Justin Moore Humphreys ’06, is an Advisor at KMV
Ryan J. Howard ’09, is a Manager at Utah Power Credit Union.
Katherine Gilda ’06, works as a Director of Admissions for Salt Lake Community College
Jason D. Sklith ’06, works as a Sr Audit Manager for Jones Simkins
Melan J. Sorenson ’06, is an Accountant at L3 Communications
Todd Lane Stewart ’96, works as a Chief Credit Officer for Rock Canyon Bank
Jenner Shane Honsvick ’09, works as a Financial Advisor for Allen Law Office.
Jase Allen ’09, is an Attorney for Allen Law Office
Brian Ray Anderson ’09, is a Manager-Customer Support at Davis & Finer.
Jessica Christine Nield ’11, is a Senior Note Officer for Acumed.
Josephine Nadia F. ’18, is a Marketing and Communications Director at World Trade Center Utah
Marcos Isaac Ortiz Palcides ’12, works as a Project Manager for Claro Dominican
Jared Farrel Imbler ’13, works as a Software Developer for horizon.
Kent R. Kofoed ’10, works as a Sr HR Generalist at Raytheon.
Jared M. William ’13, works as a Senior Accountant at PwC.
Bryan E. Stevenson ’08, works as a Co-Founder of Monumetric.
Leilani D. Rigby ’09, is the CEO and Owner of Owner/CEO of Sassy Steals.
Atul V. Patel ’11, is a Senior Accounting Analyst at US Bancorp.
Eric L. Levesque ’12, works as a Software Developer for Centeva.
Steven W. Gould ’13, is a Management Consultant at Davis & Finer.
David S. Knighton ’11, works as an A VP - Client Services at US Bancorp.
James Ryan Nelson ’11, works as a Developer at Consultus.
Bryan C. Gardner ’12, works as a Business Intelligence Coordinator for Ceridian HCM.
Tyler D. Crump ’12, works as an Oracle Application DBA for USANA.
Kara Kunz ’09, works as a Manager at Merit Medical.
Reggie Garcia ’98, is an Application Developer at Conservice.
Marcos Isaias Ortiz Palcides ’12, works as a Tax Manager for Jones Simkins.
Jared M. William ’13, works as a Senior Accountant at PwC.
Bryan E. Stevenson ’08, works as a Co-Founder of Monumetric.
Leilani D. Rigby ’09, is the CEO and Owner of Owner/CEO of Sassy Steals.
Atul V. Patel ’11, is a Senior Accounting Analyst at US Bancorp.
Eric L. Levesque ’12, works as a Software Developer for Centeva.
Steven W. Gould ’13, is a Management Consultant at Davis & Finer.
David S. Knighton ’11, works as an A VP - Client Services at US Bancorp.
James Ryan Nelson ’11, works as a Developer at Consultus.
Bryan C. Gardner ’12, works as a Business Intelligence Coordinator for Ceridian HCM.
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Health & Hospice.
Controller at Suncrest Home Jaren K. Simper ‘13, is a Reagan A. Shaw ‘13, works as a Clearlink. Digital Analytics Developer at International.
Jacob Leo Rigby ‘13, is an HR Generalist at Clyde Companies.
T eddy Oscar Prettyman ‘13, is an HR Generalist at Clyde Companies.
Kirsten M. Sims ‘13, works as a Process Engineer for Westech Engineering. Trevor Greg Stimson ‘13, is a Sales Specialist at The Home Depot.
Nikhita Tempeli ‘13, works as a Data Analyst for Varoind Technologies.
Yu Zhang ‘13, is an Analyst at Select Portfolio Servicing.
Blake R. Andrews ‘14, works as an Executive Team Leader for Target.
Jordi Michael Baghur ‘14, is a Financial Analyst at Intermountain Medical Group.
Karri Lynn Baxter ‘14, works as a Senior Data Analyst for Healthgroup.
Jaren Dale Buttrick ‘14, is a Manufacturing Engineer at Honeywell.
Russell Thomas Beetsdorff ‘14, works as a Database Developer for 4.6 Research.
Paul Monroe Clark ‘14, works as an Assurance Associate for PwC.
Thomas J. Freby ‘14, works as a Senior Underwriter for D.A. Bank.
Andrea K. Grov ‘14, is an Investment and Treasury Associate at Wells Fargo.
Kathryn Grover ‘14, works as an Audit Senior for Tanner.
Matthew Los Jones ‘14, works as a Strategic Account Manager for ORBR DMS.
Shan Marie Karen ‘14, is a Recruiting Coordinator at Pure Storage.
Blake Nathan Kohler ‘14, works as a Developer for Cato.
Bryce Larsen ‘14, is a Marketing Manager at ICION Health & Fitness.
Nancy Geoffroy Leen ‘14, works as a HR Generalist for Rocky Mountain University of Health Professors.
Dillon Luchty ‘14, is the CFO at Carbon Memorial Hospital.
Amanda Landberg ‘14, is a Billing Manager for Convesa.
Jordan A. Mehra ‘14, is an IT Audit Associate at KPMG Foundation.
Erik David Nikkelson ‘14, works as a Manager of Field Service Technology for V zoom Smart Home.
Jaron, Allen Alak ‘14, is a Financial Advisor at Summit Planning.
Scott Ominderker ‘14, works as a Founder and CEO for Cache Digital Marketing.
Sudesh Sea Buttec ‘14, is an Accountant at Geoson Foods.
Jovia Anna Quin ‘14, is a Secondary Market Officer for Idaho Central Credit Union.
Jonathan Minor Rogan ‘14, is a Financial Advisor at Jones First National.
Maran James Schmid ‘14, works as a Business Analyst for Agloves.
Clint Smith ‘14, is a Tax Professional at Jones Simkins.
Phillip Smith ‘14, works as a Manager of Business Intelligence and Reporting for CNS Industrial.
Kaylee Jean Spodala ‘14, is a Tax Associate at Jones Simkins.
Ivy Rent Spotts ‘14, works as a Credit Analyst at Loan Officer for Cache Valley Bank.
Katrina Stuleland ‘14, is an HR Generalist at BP.
Benjamin McKay Stewart ‘14, is a Sales and Marketing Manager for SHTF Gear.
Brian Eugene Tippets ‘14, is a Tax Consultant at Deloitte & Touche.
Parker Bentley Van Wagner ‘13, works as a Buyer for Kohl Industries.
Zachary J. Vogl ‘14, is a Football Player-Landshark at Washington Redskins.
Chad John Vranic ‘14, works as a Tax Professional for Jones Simkins.
Nicolai E. Wilson ‘14, is an Accountant at USB Fund Services.
Richard Dwight Winters ‘14, works as a Sales Manager for Sew Easy Industries.
Nicholas R. Wuthrich ‘14, is a Web Developer at Convesa.
Timothy Youngberg ‘14, works as an Assurance Associate for PwC.
Michael Anthony Alder ‘15, is an Associate at PwC.
Saad Hammad AlMansouri ‘15, works as an Economic Researcher for the Qatar Ministry of Finance.
Jacob D. Anderson ‘15, is a Human Intelligence Developer at Magnificent Travel.
Matthew Dean Anderson ‘15, works as an Information Systems Security Analyst at Intermountain Medical Group.
Anna Arata ‘15, is a Lifecycle Deployment Analyst at Workday.
Michael Lee Behl ‘15, is an Associate IT Analyst at GI Healthcare.
Andrew Bartlow ‘15, is a SQL Programmer at Kettle Cuisine.
Jacob Leon Bartlow ‘15, works as a Consultant Controller for Jive Communications, Inc.
Scott A. Bass ‘15, is a Commissions Analyst at Lifesaving Corporation.
Tanner James Bell ‘15, works as a HR Generalist for AgReserves.
Paul Monroe Clark ‘14, works as an Assistant Controller for Jive Communications, Inc.
"FORUM"
HUNTSMAN VENTURE FORUM
GROWING UTAH BUSINESS
Tom’s advice for those interested in independent or freelance consulting:

1. Establish resourcefulness
2. Always make another dollar, but you can’t make another minute.” This is true, it's important to be financially savvy and manage your finances wisely.
3. Establish blended business and family goals
4. Leverage technology, do good work and you can be innovative in the way you shape your career to years and your family’s advantage.

Tom’s message to current students and recent graduates is that today’s technology and flexible business environment allows the opportunity to shape innovative careers to individual and family desires and needs. “USU helped springboard my career in this direction, providing skills in business and aerospace. I chose to focus on a career in a way that I could prioritize with my family. A career is just one piece of your life – notice trends, network like crazy, create your own opportunities, leverage technology, do good work and you can be innovative in the way you shape your career to years and your family’s advantage.”

Sierra Butterfield ’15, works as a Farming Manager for Riverview Ranch.

High Flyer

Tom Huntsaker ’02, BS Business Administration & Marketing, is Principal Consultant and Managing Member of Huntsaker Consulting Group. He specializes in strategic leadership, change management, process improvement, business development and has deep subject matter expertise in technologies to include launch, micro space systems in both government, civil, commercial and international markets. Tom joined the Air Force in 2003 and was assigned to Vandenberg Air Force Base, California. In 2007, he left active duty to complete a Masters of Business Administration Degree and return to the industry as a consultant. Tom has consulted and partnered with notable US government clients to include the Missile Defense Agency (MDA), National Aeronautics and Space Administration (NASA), and Defense Advanced Research Projects Agency (DARPA). Tom is also an Air Force Reservist with the Reserve National Security Space Institute at Peterson AFB, where he is a member of the faculty and teaches graduate level leadership, management and space courses. He married to Kelly Jeanne Penrose and is the spoiled and lucky father of his four children.

Tom says his involvement with the USU ROTC program let him manage an $8 million budget for a new rocket system right out of college. After that experience he knew he wanted to consult in the aerospace industry.

Tom’s message to current students and recent graduates is that today’s technology and flexible business environment allows the opportunity to shape innovative careers to individual and family desires and needs. “USU helped springboard my career in this direction, providing skills in business and aerospace. I chose to focus on a career in a way that I could prioritize with my family. A career is just one piece of your life – notice trends, network like crazy, create your own opportunities, leverage technology, do good work and you can be innovative in the way you shape your career to years and your family’s advantage.”

Tom’s advice for those interested in independent or freelance consulting:

1. Establish relationships – People don’t hire consultants by looking in the yellow pages.
2. Establish niches – There are lots of generalist consultants, but none of them stay in business for long. Create a specialty that people are willing to pay for.
3. Establish networks - Connect and share work with other consultants who have complimentary expertise.
4. Establish researchfulness – Practice to manage proactively revenue to accommodate slow months. You can live on less than you think.
5. Establish multiple streams of income – Speaking engagements, subscription analysis, additional complimentary products and services etc.
6. Establish communications – Communicate with your markets often. Learn from their experiences and ask lots of questions.
7. Establish blended business and family goals – It’s been said that you can’t always make another dollar, but you can’t make another minute.” This is true, but they are NOT mutually exclusive, make your time worth money (and you will have plenty of both).
Jonathan D. Wilson ’16, is a Financial Planner at The Money Management Institute. Timothy Bradshaw ’17, is an Analyst for Goldman, Sachs, and Company. Kendall LeRoy Sorensen ’16, works as a Continuous Improvement for Intermountain Medical. Ryan Lloyd Hicks ’17, works as a Regional Manager for NiTOR. Annie Pundir ’17, works as a SQA Engineer for Continuous Improvement for Intermountain Medical. Dr. Robert M. Lamkin, Jr. ’61, is a Tax Associate at Deloitte & Touche. Keven C. Duncan ’16, works as an Analyst for Goldman, Sachs, and Company. Ronald Anderson ’17, is an Auditor at Defense Contract Audit Agency.
A few highlights of the first decade of the Jon M. Huntsman School of Business

2007
USU College of Business named Jon M. Huntsman School of Business

2008
China Cooperative Academic Program
1,324 students have graduated (to date)

2007
Creation of Small Enterprise Education & Development (SEED) Program
187 students have completed SEED internships (to date)

2007
Establishment of Huntsman Scholar Program
277 students have graduated (to date)

2010
Dr. Stephen R. Covey named as Jon M. Huntsman Presidential Chair in Leadership

2013
Alumnus Lars P. Hansen receives Nobel Prize in Economics

2014
Opening of FJM Center of Student Success to bring together student services under one organizational structure and in one physical space

2016
Opening of Jon M. Huntsman Hall

2017
Jon Huntsman, Sr. and Charles Koch announce joint gift of $50m, the largest in USU history

“Truly the School of Business on this beautiful and unique campus should strive to teach not only the latest state of the art business practices, but the inculcation of ethics in all of its forms. At the end of the day our character, together with our charity, will determine our destiny.”
— Jon M. Huntsman, Sr.

Years
2007-2017

2007-2017
10
Celebrating the first

105 students have attended events featuring 278 employers over 3 semesters

187 students have attended 205 events featuring 278 employers over 2 semesters

3,785 students have attended 205 events featuring 278 employers over 2 semesters

277 students have completed 187 SEED internships (to date)

207 students have graduated (to date)

277 students have graduated (to date)
2007 - 2017

- 8,798 graduates
- $1,795,394 scholarships awarded
- 3 professors named USU Teacher of the Year in last 10 years
- Undergraduate enrollment increase on Logan Campus: 50%
- Directly admitted students up: 187%
- Career Development Activities: >400