Message from the dean...

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

This summer I was looking forward to fall more than usual.

I always enjoy seeing the students bring the USU campus back to life. This time, however, I knew that when our students returned they would discover a $2.5 million upgrade to our newly-renovated George S. Eccles Business Building. They might have trouble finding my office - it's on the sixth floor now - but I knew that if they didn't, they'd have a problem finding the new student lounge located in what used to be the dean's suite of offices. This was the most attractive office space in the building, but shortly after I became dean we decided it would be of greater value to students than it was to us.

Sometimes an upgrade to your surroundings can boost your whole attitude. A new car, new carpet in the house or even a new sofa can change your outlook. We hope we send the strong message to students that not only do we care about them, but others are willing to invest in their future too. These changes would not have been possible if the George S. and Dolores Doré Eccles Foundation had not donated $1 million for the renovation work. The rest was funded by contributions from Utah State University and the Jon M. Huntsman School of Business and by a $10,000 donation from the Associated Students of USU.

When we needed help getting the building opened 38 years ago, it was the Eccles family that stepped forward to make it happen for our students. You will read about the renovation in this issue; more importantly, I hope the next time you are on campus you will stop by and see for yourself what a great step forward this has been for our students.

Also in this issue you will note that we continue to expand our international programs. In addition to our South America program, we now have a five-week program in Asia, encompassing South Korea, China and Vietnam. These academic experiences are proving to be life-changing for our students.

This summer I was privileged to spend a week with our students in Peru. I saw first-hand why this program that stretches our students so much is so widely praised. As our students guide budding entrepreneurs in Peru, they develop their own leadership abilities. They work with the people to find creative and innovative solutions to the economic challenges they face. As our students overcome obstacles, we help them understand how ethical leadership can be a constant, despite cultural differences. The chance I had to interact directly with students on this trip proved a personal highlight of the year and reminded me how fortunate we are that USU attracts such high-caliber students.

It's the personal integrity our students have and their strong work ethic that makes me believe we can take this school to a new level. They help shape a culture that I believe is unique to business schools across the country. We value that culture and want to build on its strengths so our students can leverage their experience and know the benefits of studying at a top-tier business school.

That's why we invited Kim Cameron to share with us some of the research he has done at the University of Michigan. He came and spoke at a Partners in Business seminar and talked with us about some fascinating research he has done. I invite you to read about his work later in this magazine. He said if companies are to succeed in this time of rapid change, they need to go beyond promoting high ethical standards to create a culture where genuine virtuous behavior is the norm. We invited him back to work with our faculty and staff at a retreat in mid-August where we refined our focus and talked about how to build on the positive culture we have at the Huntsman School of Business. His book "Positive Leadership: Strategies for Extraordinary Performance" is required reading for the Huntsman School of Business this year.

The thing that makes our work so rewarding is that we know so many alumni and friends share our vision of what this school can become and how it can benefit our students. They understand as we guide tomorrow's leaders, we are helping shape our own future. Please know that while we are deeply grateful for the major gifts we receive, we are also motivated by every contribution. Each name at the back of this magazine represents a vote of support. Each name is an alumnus who hasn't forgotten what they gained while here at USU, or a friend who believes in our students and their potential. That support is making the transformation possible here at the Huntsman School of Business.

We talk of our desire to become a top-tier business school and that may seem an audacious goal. It's easy to forget, however, that the single most powerful force we have for transforming the Huntsman School of Business are the students themselves. They are already top-tier. We need only create the opportunities they need to excel and get out of the way.
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value opportunities to network with faculty and fellow students and this creates new spaces where much more of this will happen. We’re so appreciative of what the Huntsman School of Business and the Eccles Foundation have created. It’s going to make a big difference in the success of the business school.”

Driving factors behind the renovation were to create more study and interaction space for students while bringing more natural light into the building. Project manager Boyd Vlischweg of Axis Architecture said it was clear from the start that Dean Anderson was committed to changes that would – first and foremost – benefit students.

“He was so serious about this,” said Vlischweg. “He offered up the dean’s suite of five offices, including his own, to be transformed into the student lounge and study area.”

This innovative new lounge area on the second floor will soon include several LCD monitors featuring breaking news and events at the Huntsman School of Business. Dean Anderson’s former office is now a glassed-in conference room in the student lounge.

“As much as we valued the space, our students needed it more,” Dean Anderson said. “I know they will put it to good use.”

In addition to the expansion of study-lounge areas, space for the Huntsman School of Business Programs and Advising Center was renovated and doubled in size.

“This expanded space creates a centralized location for student services, which will increase convenience and functionality for all students,” said Ruth Harrison, the director of undergraduate programs.

Other renovation highlights include:

• A new computer commons on the first floor gives students access to new software and hardware. There is also a help desk nearby to provide assistance to students.
• New, large windows allow light from the entryways to illuminate the building’s hallways and new student lounge area.
• Lighter wood complements and enhances the natural light in the hallways.
• A glowing, curved backlit glass wall on the second floor will honor leadership contributions to the Huntsman School of Business. The wall will also feature LCD monitors providing information about recipients of the school’s Distinguished Executive Alumni Award and Professional Achievement Awards.

Russell Price, a USU campus advisor to the project, said many universities provide too little space for the after-class collaboration that makes a tremendous impact on students’ learning experiences.

“What I see the Huntsman School of Business doing is providing leadership in putting students first,” he said.

Students have noticed … and they are benefiting already.

“It’s great to have these new spaces, right here on campus, to work with fellow students on projects, or even just to relax together between classes,” said Josh Kerkmann, a senior majoring in international business, finance and economics.

“It is gratifying to see more of our students choosing to spend their time right here in the George S. Eccles Business Building,” said Dean Anderson. “It’s become more than the business school’s home … it’s their home. The students themselves have raised money and supported our efforts to lift this great business school to a new level. This is only the beginning.”
George S. Eccles legacy an inspiration to business students

The name of George S. Eccles, which has graced Utah State University’s business building since its dedication in 1970, represents far more than generosity from a time gone by. It continues to stand for Mr. Eccles’ own distinguished career in the banking industry, and his lifelong interest in “raising the economic literacy and business acumen” of students at USU.

Eccles gave life to his passion for business education through his hands-on involvement with the business school, where he established the George S. Eccles Distinguished Lecture Series more than 40 years ago. With the continuing support of the George S. and Dolores Doré Eccles Foundation, this landmark series – in conjunction with the Partners in Business program – has brought outstanding national and international business leaders to USU every year since, engaging students and faculty in discussions that widen their global vision of the business world.

Spencer F. Eccles, chairman and CEO of the George S. and Dolores Doré Eccles Foundation, reminisces with fondness about his late uncle’s pride in the USU business school. “Uncle George was determined to help ensure that coming generations of business leaders in our state and nation would have the foundation of knowledge to be successful. He often said he wanted to ‘stamp out economic illiteracy’ wherever he found it! And he put that determined interest into action through his involvement and financial support.”

“Growing up in Logan, George had a special fondness not only for this community, but also for the time he spent as a Utah State ‘Aggie’ before he completed his education at Columbia University in New York,” recalls Eccles. “I remember how pleased he was to help fund the construction of Utah State’s business building... and how thrilled he was to learn it would bear his name!”

“We’re proud that our campus home is named for a leader we want our students to emulate,” says Dean Douglas D. Anderson. “George S. Eccles proved to be not only a capable business leader, but also someone who exemplified the ethical leadership and community involvement we want our students to demonstrate in school and after graduation.”

George Eccles’ life was synonymous with business success and philanthropy. As chairman and CEO of First Security Corporation for nearly four decades (1945-1982), he was a moving force in Utah’s business and banking communities and in the growth of the oldest multi-state bank holding company in the United States. First Security still held this distinction when it merged with Wells Fargo in 2000. His talents were tapped early on, when he served as an economic and financial consultant to the Marshall Plan, which played a key role in restructuring post-World War II Europe.

Eccles and his wife, Dolores Doré Eccles, shared a love of sports of all kinds – from skiing and tennis, to golf and swimming – and a tireless dedication to community causes. Eccles served as a director of Union Pacific Railroad as well as many other local, national and international companies, and was on the Utah Symphony board for more than 20 years. His leadership of the University of Utah’s Medical Center Expansion fund drive in the 1970s helped garner more than $10 million in private support – the first campaign in Utah to achieve such a goal. Today, the George S. and Dolores Doré Eccles Foundation, established by Mr. and Mrs. Eccles in 1958, carries on their philanthropic interests under the leadership of their nephew Spencer F. Eccles. Through the foundation’s statewide grant-making programs, they continue to improve the quality of life enjoyed by all Utahns.

The College of Business presented Eccles with the first Distinguished Executive Alumnus Award. The award recognized him “for promoting excellence in management practice and education.” For that – and so much more – the newly renovated George S. Eccles Business Building continues to proudly bear his name as its students benefit from his legacy.
New professors bring expertise and teaching skills to Huntsman School

A new department head, assistant professor and two visiting professors will bring to the Jon M. Huntsman School of Business added expertise that will fuel the school’s emphasis on ethical leadership, global vision, entrepreneurial spirit and analytical rigor.

Larry Walther, who was the chairman of the Department of Accountancy at the University of Texas, will become the new department head of the School of Accountancy at the Huntsman School of Business.

Nate Stephens, who just completed a doctorate at the University of Arizona, will become an assistant professor in the School of Accountancy.

Chad Albrecht and James Feigenbaum will be visiting professors. Albrecht has been teaching in Barcelona, Spain, at the ESADE Business School. Feigenbaum comes from the University of Pittsburgh.

The following pages should give you an introduction to these new professors and how we expect they will contribute to the Huntsman School of Business and the students it serves.

Larry Walther

The Jon M. Huntsman School of Business may have succeeded in hiring Larry Walther, but students at universities around the world will still be learning from him.

When it comes to accounting, he sort of wrote the book. Well, at least, he has written an online book that more than 100 universities and colleges use to teach their students about accounting. He said the online text book posted at principlesofaccounting.com gets about 500,000 hits a week.

Dr. Walther came to visit the Huntsman School of Business in fall 2007 because he was a member of an accreditation program review team evaluating the school. He liked what he saw and decided to move and take the job when the opportunity presented itself. He said he was impressed with the caliber of students at USU.

“I think they have skill sets that are going to be in high demand in the business world,” he said of students at the Huntsman School of Business. “Ethical values seem to be very prevalent here that are not so prevalent in other places.”

Dr. Walther graduated with high honors from University of Texas at Arlington in 1976 with a bachelor’s and later earned an MPA at the same institution in 1977. He received a doctorate from Oklahoma State University in 1980.
James Feigenbaum

When James Feigenbaum starts talking to you about “optimal irrational behavior” you need not fear, he’s about to launch a discussion on presidential campaign politics.

Dr. Feigenbaum is a new visiting professor from the University of Pittsburgh who has been working on a paper called “Optimal Irrational Behavior” with Frank Callendo, an assistant professor who came to USU in 2007. The paper looks at the benefits that would occur if people saved more than expected by standard economical models.

Feigenbaum is a regular visiting scholar at the Federal Reserve Board and the Federal Reserve Bank of St. Louis. He earned a doctorate in economics from the University of Iowa and in physics at the University of Chicago.

He has developed an expertise in predicting stock market crashes and has made contributions to research that employs techniques in physics to understand trends in equity prices before major crashes have occurred in the U.S. economy.

Feigenbaum has been an assistant professor at the University of Pittsburgh since 2003 and will be teaching graduate courses in macroeconomics while he is at USU for the next year.

Nate Stephens

A new assistant professor at the Jon M. Huntsman School of Business was one of only ten people in the country to be named a Deloitte Foundation Doctoral Fellow in 2007.

The $25,000 that came with the honor helped Nate Stephens complete a doctorate at the University of Arizona this year. Dr. Stephens grew up in the Ogden area and said he is happy to be returning to Utah. He said he thinks the Huntsman School of Business has established a good balance between teaching and research.

Dr. Stephens would like to continue research he conducted for his dissertation that focused on internal control reporting under the Sarbanes-Oxley Act of 2002.

Dr. Stephens earned an associate’s degree at Weber State University and bachelor’s and master’s of accountancy degrees at Brigham Young University.

Dr. Stephens said when he teaches he wants students to feel comfortable asking questions and wants them to understand how the concepts he is teaching will apply in the business world.

Chad Albrecht

Chad Albrecht seems to have planned his “visit” at just the right time.

Dr. Albrecht is a visiting professor at the Jon M. Huntsman School of Business and said the school’s focus on ethical leadership and global vision is part of why he agreed to come to USU.

“This is just such an exciting time at Utah State,” he said. “My interests are specifically ethics and international issues and the school is really focused on that right now. For me it was just a great fit. It is a great opportunity to be a part of a school that is changing and heading in a direction that interests me.”

Dr. Albrecht’s dissertation titled, “Understanding the Affects of Culture on Corrupt Organizations: An International Study,” looked at what happens when not just one but several people in a company take an unethical path.

Dr. Albrecht has been teaching abroad, most recently at the ESADE Business School, a prestigious business college in Barcelona, Spain, where he earned a doctorate. During his time abroad he won an award naming him “Most Creative and Entertaining Teacher” in 2006, 2007.

“I try to make the classes exciting,” he said. “I try to make them fun. I try to make them challenging for the students.”
Expert shares research on Virtue in high-performing companies

Many business people would be skeptical of hiring a management consultant who talked of the importance of developing a culture that encourages employees to be kind, forgiving and caring.

Kim Cameron spoke at the Partners in Business Human Resources and Ethical Leadership Seminar in spring 2008 about his research in a new field of study called "positive organizational scholarship." The Michigan Ross School of Business has, in fact, established the Center for Positive Organizational Scholarship.

Cameron, a professor of management and organizations and higher education at the University of Michigan, told the group that corporations are now dealing with change at an accelerating rate. He maintained that companies need to go beyond merely promoting high ethical standards to create a culture where genuine virtuous behavior is the norm if they are to succeed.

"You are not going to manage change unless you can find something that doesn’t change," he said. "Ethics are crucial but they tend to change, especially over decades, over generations."

Cameron, who previously served as associate dean of business at the Marriott School of Management at Brigham Young University and the dean of business at the Weatherhead School of Management at Case Western Reserve University, said his research has focused on the effects of "positivity and virtuousness."

He said medical science tends to focus on how to help people who are ill, but hasn’t done much to study what makes people happy and what helps them excel beyond normal standards.

"No one walks into a therapist’s office and says, ‘My kids are doing well, I’m happy, things are well, give me something to make me spectacular, doc," he said.

Instead of focusing on how to fix organizations in trouble, Cameron has led research on finding out what high-performing companies do to become successful. For example, he learned that the ratio of positive to negative feedback managers offer in the high-performing companies he studied was five to one. Low-performing companies he studied, however, offered three times as much negative feedback to employees as they did positive feedback.

He cited a number of studies that have explored how attitudes have impacted performance and health. He said researchers looking to learn more about Alzheimer’s disease did a study involving some Catholic nuns at a convent. When the researchers looked at the sisters’ journals and what they wrote in them when they joined the convent, they discovered some interesting things.

The nuns were divided into two groups. The first group had written of their anticipated life in glowing terms, saying that the work they were about to do was a culmination of their dreams and would prove a great blessing to them. The second group, while very committed to their decision, anticipated their life as a nun would prove difficult and a sacrifice.

Researchers discovered that significant differences occurred in the mortality rates of nuns who held an optimistic view of their upcoming life compared to nuns who viewed their service as difficult and as a sacrifice. Optimism and gratitude was a significant predictor of longevity, Cameron said.

Another study showed that people who were asked to keep a journal and keep a list of three things for which they were grateful every day experienced health benefits not experienced by another group expected to list the three worst things that had happened to them each day.

"When you focus on virtuousness, you get not only a way to manage change but you get a bonus," Cameron said. "You get higher performance. People flourish."

Cameron earned his bachelor’s and master’s degrees from Brigham Young University and a master’s and doctorate from Yale University.
Embedded executive travels with Huntsman graduate students

When Jon M. Huntsman School of Business graduate students traveled to England, the Middle East and India last March there was plenty to see, but they said one of the best parts of the trip was someone they picked up in Logan, Utah.

They called him an “embedded executive.” David Warnick, who lives in Providence, is division vice president of human resources for Weir Services. The Weir Group is a Scottish company serving the oil, natural gas and minerals industries. Warnick graduated with an MBA in 2006 from the Huntsman School of Business.

In just 12 days, the group visited Weir facilities in Manchester, England; in Dubai and Abu Dhabi in the United Arab Emirates; and in Bangalore, India. In each place they toured plants, heard presentations from management and saw how lean principles were being applied in different countries. Lean is a philosophy championed in the Huntsman School of Business by an organization called the Shingo Prize for Operational Excellence. They also toured other facilities, including a Jaguar Land Rover plant near Liverpool, England.

Al Warnick, interim head of USU’s Management and Human Resources Department, said David’s contributions were key to making the trip successful. David is Al’s nephew.

“We were able to see how the same business operated and adapted in different countries,” Al said. “To be able to do this with a vice president of human resources traveling with us to each of these locations … you just can’t replicate that learning experience.”

David approached the Huntsman School of Business suggesting the study tour.

“I have a strong belief that we need to be preparing all of our business students to be able to compete in a global economy; and if we haven’t had experiences around that, we are going to come up short,” David said. “You need to understand how you work through different cultures and still accomplish business results.”

“We are in a borderless business world and, as such, you need to be prepared,” said Danielle Doman, an MBA student. “Without having an international experience, I just don’t think you are adequately prepared to go into the marketplace.”

Bruce Lee, another MBA student who went on the trip, agreed.

“Everything is tied together, whether you have a supplier that is international or a business that is international, you need to understand it,” Lee said. “You just can’t get it from a classroom. You can’t explain the experience or read about it and get the same impact you get by being there.”

All photos by Katherine McConkie, assistant director, Business Graduate Studies
The first Huntsman students to go on the summer study abroad trip to Asia were in Xi’an, China, when several members of the group decided they wanted to experience some Central American culture by going to a Mexican restaurant.

The students, who boasted they had sampled octopus, scorpion, shark-fin soup, chicken feet and duck brains on the trip, may have just been seeking something more familiar. Earlier, someone had spotted the restaurant so they filled several taxi cabs and went back in search of a familiar meal. When they arrived and went inside, however, they discovered the restaurant was really a leather goods shop. The sign on the building of a man in a sombrero was misleading. They were discovering that even getting dinner in China can prove challenging when you can’t read the signs.

Before one feels too sorry for the group, however, it would be important to point out that just the day before their dinner experience had been much more rewarding. They were invited to a formal dinner hosted by the vice governor of the Shan’xi Province, Zhang Wei. And the Monday after the Mexican expedition, the group was officially greeted at the south gate of the city by the mayor of Xi’an, Chen BaoGen, in a rare official welcoming ceremony usually reserved for visiting dignitaries. It was the same reception former President Bill Clinton received when he visited the city. The drawbridge was lowered and more than two dozen soldiers dressed in traditional warrior garb stood at attention as the mayor welcomed the students.

The welcome and the dinner were set up by Manor Sun, president of xbResearch. Sun visited the Huntsman School of Business earlier in the year. David Herrmann, the faculty member who led the trip, said that building relationships abroad is key to setting up the type of visits that make the experience worthwhile to the students.

For example, they were able to visit the Kiswire facility in Pohang, South Korea, thanks to alum, Dr. Young-Chul Hong, the CEO of that company. Hong, ’73 MBA, was given an honorary doctorate at USU in 2007. Kiswire is a major producer of specialty steel wire.

While in Xi’an, the students also spent a day volunteering at the Starfish Foster Home, an orphanage that takes care of children with特殊 needs. Students also spent a day with high school students in Shangri-la (eastern Tibet) speaking with them in English and discussing American culture.

“One of our overarching goals was that we wanted to expose students to opportunities overseas on a global basis that they have not, or may not have been, exposed to before,” Herrmann said.

Trevor Nelson, a senior majoring in management and human resources and economics, said that the three weeks of study before he went on the road, coupled with the five-weeks of travel, made the experience one of “the most grilling semesters” he’d had. And yet, he, like others who participated, describe the experience in glowing terms.

“It’s definitely not time or money wasted,” Nelson said. “This opportunity will not only look good on a resume, but it will forever stand as one of the highlights of my collegiate and educational career.”

Photos by Lance Latham, Spencer Darlington, Jacob Cook and Eric Nelson
HUNTSMAN STUDENTS REFINE SMALL ENTERPRISE EDUCATION AND LOAN PROGRAM IN South America

Students who traveled to Chile, Brazil and Peru this summer found themselves building on the work that Huntsman students did last year.

The 2007 South American Study Abroad group set up a partnership with DanPer, the third largest agribusiness company in Peru. As a result of the partnership, DanPer created a non-governmental organization (NGO) to loan funds that were raised by the students.

In 2008, two students from the 2007 group, Heather Fawson and Grant Keaton, went to DanPer to serve internships with that NGO. The 2008 Huntsman group arrived in June and worked with Fawson and Keaton to help the NGO find ways to work more efficiently with the people it serves.

By the time the 20 students arrived at DanPer in Peru, they had visited major banks such as Banco Santander in Chile and Banco Itaú in Brazil. They had learned about the fruit and shipping industries in Chile and the impact of free trade on the Chilean economy. They also visited mining and energy companies in all three countries.

Students learned about operational excellence at Johnson & Johnson in Brazil and the economic benefit of promoting tourism in Peru. In Peru, they spent the day at Universidad ESAN, one of the leading business graduate schools in Latin America, where they attended lectures on the Peruvian economy and learned about the growth and challenges in the retail industry.

Chance Murray, an accounting major, said there was plenty to take in.

"The sheer amount of information I learned is what surprised me," he said. "I expected a bow and arrow, and I got a B 17 bomber."

"In addition, students experienced the rich cultural heritage of Peru that included visiting Machu Picchu," said Liz Allred, one of the leaders on the trip. "The final element of the program was to give students an opportunity to serve others. In addition to working on the small enterprise projects, students ran a two-day eyeglass clinic that helped more than 650 people. Partners for the eyeglass clinic were the Hope Alliance of Salt Lake City and the Rotary International chapter of Trujillo, Peru."

There was one thing that didn’t change from last year: the students say the experience was memorable and rewarding.

Bill VanDyke, a senior majoring in Spanish with a business minor, said he came to the program looking for a life-changing experience and got just that.

"It’s really given me the direction I was looking for before I came to the program," he said.

When it came to the service projects, the faculty and staff said they wanted the students to work together to find solutions despite the language and cultural barriers they faced.

"The highlight of the trip was the small enterprise project, combined with the eyeglass clinics," Murray said. "It was a culmination of everything we had learned up to that point. We pulled together everything and went to work."

Al Warnick, the interim head of the department of Management and Human Resources, led the trip. He said the students rose to the challenge.

"They worked on their own," Warnick said. "They didn’t wait for us to tell them what to do. In fact, it was our agreement that the students would be leading these projects and they really did lead."

Dean Douglas D. Anderson joined the students in South America for a few days and said he found the opportunity to personally interact with the students a highlight of his year.
Huntsman School taps pharmaceutical CEO to lead entrepreneurial efforts

China does not pose an economic threat; Utah is positioned to do some amazing things in the global marketplace; and innovative thinking will eventually become second nature to students at the Jon M. Huntsman School of Business.

At least that’s the way the school’s new executive director of entrepreneurial programs, Dave Clark, seems to see things. Clark, who comes to Logan from Salt Lake City, where he was president and CEO of Prote克斯 Pharmaceuticals, Inc., aims to help students bring out their entrepreneurial Instincts and see the new opportunities now available to them on a global scale.

Some may think of entrepreneurs as people who are willing go out on a limb and bet all they own on the success of a start-up venture. Entrepreneurship is more than that, Clark said.

“Entrepreneurship isn’t just for people who are risk takers,” he said. “Entrepreneurship is a spirit that reflects innovative thinking in whatever setting you find yourself and that can be in General Motors or it can be in the little ski shop you’ve started down on the corner. Everybody can think more innovatively.”

Clark is exactly what the Huntsman School of Business needs right now to move its entrepreneurship efforts forward, according to Dean Douglas D. Anderson.

“We had some very strong candidates for this position but were impressed with Dave’s understanding of our economy and his optimism about what we can do to help our students,” Anderson said. “He believes in our vision of what the Huntsman School of Business can become and he clearly has the leadership skills to make things happen. He will be an incredibly strong addition to our team.”

Clark graduated from Brigham Young University in 1976 with a bachelor’s degree in botany. He earned a master’s degree at the University of Illinois in agronomy in 1978 and received an MBA from the University of Utah in 1980. He has spent his career in small, innovative business settings. He has directed business development, financial analysis, fundraising, corporate communications and administrative efforts.

Clark set a goal a few years ago to eventually return to a university setting and sees the opportunity to come to USU as ideal. He said the elements are in place for the Huntsman School of Business to make some transformational changes.

“When it comes to opportunities, I don’t know where I’ve seen a situation that is more exciting,” Clark said. “When you combine Mr. Huntsman’s contributions, President Albrecht’s vision, Dean Anderson’s leadership, the enthusiasm of the faculty, the quality of the students and the reputation of this school, we have something substantial on which to build. I believe our work here will change lives and change this university.”

As a member of the USTAR Advisory Board and the Utah Technology Council, Clark has seen some of the possibilities brewing for Utah. He said business leaders with the right mindset can succeed in today’s global economy.

“I’ve heard people describe the emergence of China and India as a threat to our economy,” he said. “That is not a threat. That’s an opportunity. If we’re entrepreneurial in our thinking, we’ll be competitive in world markets by finding innovative ways to work with and take advantage of the energy and drive coming out of these emerging economies. We will create interconnections in ways that haven’t even been imagined yet.”

In addition to teaching, Clark will be directing the eventual establishment of an Entrepreneurship Center that will serve as a resource to Huntsman students and those of other disciplines, especially those in science and engineering. He will also work closely with the Utah Small Business Development Center, USTAR, the eStation at Innovation Campus, the Utah State University Technology Commercialization Office and the Entrepreneur and Business Resource Center in Cache Valley. Clark will also develop and market the services of the Entrepreneurship Center through USU’s regional campus network.

“The Huntsman School of Business is perfectly positioned to foster entrepreneurship as an integral part of its educational offerings and to be recognized for its significant impacts in local, national and global markets,” Clark said.
New head of executive education program is entrepreneur with impressive track record

The Jon M. Huntsman School of Business has drafted someone who was just recently leading six companies and put him in charge of the school’s new executive education efforts.

Ken Snyder, who describes himself as an entrepreneur, will also be the associate director of the school’s MBA program.

Snyder was the leader of six companies called “MarCom” that are owned by the Taylor Corporation. The Virginia-based firm he led ran 11 different businesses and employed 600 people. Since he took on that position in 1999, profits went from $4 million to $9 million per year.

Snyder said, however, he enjoyed most the work he did when he led just one of those companies, Progressive Impressions International, a firm specializing in individualized approaches to marketing that allow companies to customize newsletters for its customers. When he was promoted, the firm he had started was generating revenues of $25 million and profits of $4 million.

Now Snyder said he’s looking forward to building an executive education program with a strong reputation that will generate revenues that can help the Huntsman School of Business realize its goals of becoming a top-tier business school.

Dean Douglas D. Anderson predicted that Ken Snyder’s contributions to the Huntsman School of Business will prove valuable.

“We are fortunate to attract an individual of Ken Snyder’s proven capacity to the role of director of executive education and associate director of the MBA program,” Anderson said. “Ken has had an outstanding career in business, and now will bring great energy and perspective to his new role as a teacher and program leader in the Huntsman School.”

Frank Calliendo was named executive director of graduate programs last May. He said he believes Snyder will bring important energy and experience to the Huntsman School of Business.

“He has an impressive track record when it comes to building and developing an organization,” he said. “More importantly, I think he is enthused about what he can do to further the progress of the Huntsman School of Business. He wants to build an executive education program that will endure and thrive.”

He is a native of Salt Lake City and he graduated from East High and the University of Utah. He earned an MBA from Harvard. Snyder, who will be team teaching the Marketing 3500 course with Mike Parent, said he has long thought about going into teaching and has put some thought into what kind of teacher he wants to be. Snyder’s experience as an executive should make him an ideal choice for the teaching assignment.

“I do not like the lecture approach where the teacher bestows knowledge on everybody else,” he said. “I’m very much into interaction and making students think through problems. They need to learn how to think innovatively. They need to know how to apply what they learn.”

Snyder said he believes the Huntsman program will serve a niche market and will draw in participants interested in taking advantage of the unique expertise the school has to offer. He said that he is encouraged to see what the Shingo Prize for Operational Excellence is already doing to expand its sought-after training programs.

“The model of executive education that Shingo is doing right now is a pattern we can build on,” he said. “The Shingo Prize is known internationally and now people are turning to our organization to get the training they need to effectively apply lean principles.”
President of Costa Rica recognizes company that wins USU award

A company in Costa Rica was so proud to receive an award from Utah State University, it invited the president of Costa Rica to an event celebrating the accomplishment and he came.

Not only did President Oscar Arias Sanchez come to the event in early May 2008, where the Shingo Prize for Operational Excellence was presented to Baxter International, but he brought one of the country’s two vice presidents, Laura Chinchilla, with him.

Bob Miller is the executive director of the Shingo Prize, which is part of the Jon M. Huntsman School of Business. He said Arias wanted to personally congratulate the company for earning the award. Baxter International established a plant in Costa Rica 20 years ago. It is the first facility outside of North America to earn the Shingo Prize, which has been dubbed the “Nobel Prize of Manufacturing,” Miller said.

Arias received the Nobel Peace Prize in 1987 for his role in working with Guatemala, El Salvador, Honduras and Nicaragua to find peaceful solutions to conflicts in Central America at the time.

Miller said the company invited him down to an event celebrating the company’s achievement.

“They were so excited about what they had done and the fact that we were coming down to meet with them they started inviting all of their local, regional and government officials, and then they started inviting their national legislators,” he said. “The next thing I know they had invited the president and vice president of Costa Rica, who both came.”

Arias was elected and served a four-year term 20 years ago and was reelected in 2006 after a change in the constitution allowed him to run for a second term. Arias praised Baxter International for winning the award from the Huntsman School of Business.

“This company has recently received the highest international recognition for excellence in its operations,” he said. “It is an award won with enthusiasm and dedication, but overall, with great capacity of innovation and teamwork.”

The Shingo Prize is an organization that promotes a philosophy called “lean,” helping companies become more competitive by emphasizing the importance of respecting the individual, eliminating waste, improving quality and controlling costs. Shigeo Shingo, an industrial engineer in Japan, originally articulated the philosophy that has been key to Toyota’s success.

Koch Scholars program offers students unique learning opportunity

The Koch Charitable Foundation has funded a unique scholarship program at USU that gives students from a variety of academic disciplines the opportunity to meet on a weekly basis to discuss an assortment of select books.

The foundation contributed $25,500 to start the program in 2007 and has renewed that funding in 2008. The Charles G. Koch Charitable Foundation was established in 1980 by Charles G. Koch to advance social progress and well-being. Charles G. Koch is chairman of the board and CEO of Koch Industries, Inc., a diverse group of companies with more than $100 billion in revenues and 80,000 employees.

Students apply for the opportunity to become “Koch Scholars” and, if accepted, are given a $1,500 stipend. Last spring students were also provided funding to participate in the annual meeting of the American Private Enterprise Association to network with prominent scholars from around the world. The program is guided by three USU faculty members: Dr. Chris Fawson and Dr. Randy Simmons of the Jon M. Huntsman School of Business, and Dr. Roberta Hertzberg of the Political Science Department.

This student read eight different books and met every Wednesday night to discuss the books and have dinner together. Fawson said the books cover a variety of topics including economics, political science, philosophy and history.

“It’s basically a group of bright students from very diverse backgrounds getting together and engaging in civil dialogue about the principles and concepts that are presented in the books,” Fawson said. “The whole idea of the project is really just to stimulate creative thought to help students be exposed to different ideas and to literature that they may not have otherwise picked up. This program is another example that shows the Huntsman School is committed to creating an atmosphere and environment that cultivates the very best talent in the world.”
Convocation Speakers

Two Dean’s Convocation speakers offer advice for succeeding in a global economy

Dean’s Convocation speakers last spring gave students insight into two very different companies that have succeeded on a global scale, in part because they were flexible, innovative and constantly ethical.

In March, Gary Stevenson, the co-founder, president and CEO of ICON Health & Fitness, Inc., spoke to students at the Dean’s Convocation. Stevenson graduated with a degree in business administration from the Jon M. Huntsman School of Business in 1979.

ICON Health & Fitness is the world’s largest manufacturer of fitness equipment whose brands include Freemotion Fitness, Inc., ProForm, NordicTrack, HealthRider, Weider, Image, Weko and Reebok. ICON is headquartered in Logan, Utah, and employs more than 3,300 people worldwide with manufacturing or administrative offices in Canada, the United Kingdom, France, Italy, Germany, China, South America and Australia.

Stevenson, who is also the officer and director of ICON Health & Fitness subsidiaries, told the students that innovation has been key to his company’s success. He said that he and two friends were looking for work in the summer of 1977 and decided to start a company by importing products from Asia. The first fitness product they sold was an mini-trampoline in 1980.

He said they made sure their first mini-trampoline was different than others on the market. That pattern of innovation started early and now the company is known industry-wide for being innovative.

Paul Fjeldsted, who is responsible for structuring and trading credit derivatives on the emerging markets of Central and South America for Citigroup, spoke in April. He said his group trades derivatives on any bond that might be issued by a Latin American country, such as Brazil, Argentina, Columbia or even the Dominican Republic.

Fjeldsted graduated from Utah State University, Magna Cum Laude in 1986 with a liberal arts degree. In 2007, after working for 21 years on Wall Street for Salomon Brothers and Citigroup, Fjeldsted and his family relocated from New York to Cache Valley, and Paul pioneered a remote-work arrangement allowing him to retain his trading responsibilities from his Utah home while traveling frequently to New York City and various Latin American countries. Fjeldsted, who earned an MBA from Harvard, will be teaching a finance course this fall.

Fjeldsted offered the students some very specific lessons he’s learned while working in some very challenging situations. He concluded with this summary of his advice:

“Go where there is opportunity,” he said. “Be willing to bet on yourself. Know what you don’t know. Be wise with your financial assets. Don’t confuse financial success with happiness. Keep your head down and stay positive.”

Huntsman School honors USU graduate who became Pentagon official

When Elizabeth Taylor Corliss graduated with a degree in European history from Colorado College in 1968, she had no plans to work for the federal government. The Vietnam War was in the headlines and a career in the military was not on her radar screen.

And yet she ended up working in the Pentagon, and by the time she retired in 2004, she had achieved a civilian rank equal to that of a two-star general. She was in charge of all the training and education for the United States Air Force and managed a budget of $2.2 billion.

Last April, the Jon M. Huntsman School of Business honored Corliss with a Professional Achievement Award during the school’s annual Partners in Business Human Resources Seminar.

When she was in Ogden in 1989 working as a personnel officer at Hill Air Force Base, Corliss attended the Huntsman School of Business and earned a master’s degree in human resource management.

“I am so fortunate to have come to USU and to have been able to take a year’s sabbatical, [you will] away from the pressures away from the everyday demands of HR work,” she told the group. “Coming here gave me a chance to be exposed to new ideas and do a lot of reading, but more importantly than anything, it gave me a chance to think.”

She suggested that HR professionals take advantage of seminars and such opportunities that give them a chance to step back from the “tumultuous world of HR management,” get new ideas and just think.
Huntsman alumnus heads thriving Logan company

Teenagers may grumble, but they may also live a bit longer thanks to a company headed by a graduate of the Jon M. Huntsman School of Business.

Blake Kirby, accounting, ’91, is the president and chief operating officer of a Logan-based company called inthinc. One of the products inthinc makes is an on-board safety system called tiwi that was launched in July. The device is designed to monitor the driving habits of teenagers and is marketed to parents. Kirby said the number one cause of death for teenagers is auto accidents. Such accidents kill 6,000 teenagers and cause 60,000 serious injuries a year, he said.

inthinc has already had success with a similar on-board system called the waySmart 820 RTS system that has been installed in 12,000 vehicles, most of them trucks in the oil and gas service industry.

“Our customers have achieved an 80 percent reduction in accidents using this product,” Kirby said.

The company makes 500 different products a month, including a missile guidance system for General Dynamics and a device used by the U.S. Air Force to communicate with unmanned drone aircraft. Before the company merged with Independent Witness, Inc., to become inthinc in 2007, it was called Inovar. When Kirby invested in Inovar in 1998, it was a small firm working out of a converted garage in Hyrum, making $1 million a year and employing 20 people. Kirby said he expects the company, which now employs 350 people and operates out of a 20,000-square-foot facility in Logan, to bring in $80 million this year.

Kirby became CEO in 2000 just in time to lead the company through the dot-com bust and the hard economic times that followed 9/11.

During the tech meltdown, Kirby hired engineers and professionals from some of the most dynamic companies in the world.

Kirby said he developed many of his entrepreneurial instincts while at Utah State University when, as a student, he became a part owner of Cache Valley Limo, an airport shuttle service. He said when he faced vocational challenges he sought out his professors for advice.

“I was applying everything, real time, so that accelerated my learning,” he said. He now hires students from USU who have honed their entrepreneurial instincts.

“My management style is to hire people who are dynamic and are entrepreneurs themselves and put them in an environment where they aren’t inhibited,” he said.

Kirby said the company embraces lean principles and is very focused and goal-oriented. Employees set their own goals and track their progress on “scorecards” that keep them focused and progressing. Something must be working. Last year, for the fifth year in a row, his company was recognized as one of Utah’s fastest growing companies.

“When I stop and take a breath and look backwards, I am overwhelmed with what our team has been able to accomplish,” Kirby said.
News

Students pitch ideas at Entrepreneur Day

Last spring the Jon M. Huntsman School of Business gave students another opportunity to learn how to succeed in an elevator.

It was all part of the school’s Entrepreneur Day, an annual event designed to spark the entrepreneurial fires on campus. The elevator pitch competition is a contest that gives students a chance to quickly pitch their best new business ideas to a panel of successful entrepreneurs.

This year John Jorgenson, a senior majoring in international business, placed first with an idea to put advertising on the side of trucks. He won $3,800. Don Worley, a senior majoring in economics with a minor in management, placed second. Joseph Irvine, a sophomore, majoring in management information systems, placed third. Tyler Hepworth, a senior, majoring in finance, placed fourth and Brett Adams a junior, majoring in history with a minor in Spanish, placed fifth.

The event, which includes breakout sessions with various speakers, is funded by Gary Anderson, a 1978 graduate who majored in accounting, vSpring Capital, a traditional early-stage venture capital firm, also supported the event. Robert B. Murray, chairman of the board for Alpine Confections, was the keynote speaker.

Anderson, executive vice president of product development and distribution for Coffee Exchange of the Americas (CEOTA), has been supporting the competition every year since it began in 2006.

“I know I’m not necessarily an expert, but I’d like these students to benefit from what I know and from what other entrepreneurs are willing to share,” he said. “I’d like to see these students get a good foundation. My hope is that they’ll go out and be successful and will, in turn, help out the other students who will follow them.”

Huntsman students from USU extend regional winning streak to seven

For the seventh year in a row, a Jon M. Huntsman School of Business Human Resources team took first place in a regional human resources contest.

Another team from the Huntsman School of Business took third in the competition held in San Antonio, Texas, March 28 and 29. The regional contest, sponsored by Society for Human Resource Management, pitted 15 student teams from a nine-state area in a Jeopardy-style contest that tested their knowledge of basic human resources terminology, court cases and practices, according to Alan Warlick, a coach and the interim head of the Management and Human Resources department.

Earlier this year the school sent three teams to the Utah State HR Games, where seven teams from USU, Weber State and Brigham Young University competed. The USU team, which started practicing in September, has also placed first at the state level for seven years in a row.

The games used to be held on a national level, but now teams may only advance as far as the regional competition. When the national battles were held, the Huntsman team placed second two years ago, the last year of the national HR games. In the five years before that it placed third, fourth, fifth, sixth and third place.

Huntsman students win Utah Real Estate Challenge

A team of four Jon M. Huntsman School of Business students won first place at the 2007 Utah Real Estate Challenge, a distinction that comes with a $20,000 first prize.

Forty-seven teams from four academic institutions registered to compete in the challenge that was sponsored by Zions Bank, the David Eccles School of Business at the University of Utah and other corporate sponsors from around Utah. More than two dozen teams from the U of U and more than a dozen teams from Brigham Young University registered to compete.

The students on the winning team, all from Professor Alan Stephens’ USU real estate finance class, were Morgan Cox, Katie Cox, Jamie Lucky and Brad Ethington. The team named “Aggie Developers,” was one of two USU teams to compete.

The students were asked to create a proposal for the development of an actual piece of real estate. Stephens said they asked a market professional, Steven Stokes, and Stephens to assist them as advisers. They prepared a proposal for the Pine Crest Shopping Center in Logan located at 1400 North and Main. The shopping mall is home to a number of businesses, including Little Caesar’s Pizza, Cafe Rio and Checker Auto.
Honorary Doctorates

Honorary doctorate recipients give advice to Huntsman students

In May 2008, Utah State University honored three Huntsman alumni with honorary degrees.

James Quigley is the CEO of Deloitte Touche Tohmatsu, which is Deloitte’s global business organization. He received an honorary Doctor of Business degree and he gave the commencement address at USU’s spring graduation ceremony the morning of May 3.

Dr. Quigley talked about the importance of lifelong learning.

“I have learned countless lessons in meetings with the business leaders of our generation,” he said. “I have traveled to dozens of countries and learned from their business and political leaders. Being a lifelong learner has paid dividends. If you want to enjoy the fruits that life’s opportunities will provide, it’s not complicated: treat others with respect; remember, life is filled with opportunities, not entitlements; go with confidence and optimism.”

Dean Douglas D. Anderson introduced Dr. Perry at the Huntsman School of Business commencement ceremony, noting that Elder Perry graduated with a degree in finance in 1949 from USU when it was called the Utah State Agricultural College.

“Elder Perry has impacted many lives through his strong leadership and tireless service,” Anderson said. “He has consistently emphasized the importance of integrity in the workplace, in the home and the importance of community service.”

Dr. Perry told the graduates that the world needs trustworthy leaders.

Elder L. Tom Perry, a member of the Quorum of the Twelve Apostles of the Church of Jesus Christ of Latter-day Saints, also received an honorary degree, Doctor of Humane Letters. He was the commencement speaker at the Jon M. Huntsman School of Business graduation ceremony held the afternoon of May 3.

The most important thing you’ll ever learn is to be trusted by your fellow man and to have friendships with them,” he said. “Develop those friendships in the best way you possibly can as you move forward.”

Elder Perry talked of those who fought in World War II, a generation that has been called the “Greatest Generation.”

“My generation is ready to turn over to you the title of the ‘Greatest Generation,’” he said. “The world is ready for you to assume that title. Now go out and earn it.”

Just before he was presented his honorary doctorate, Hansen, who graduated in 1950 with a degree in agribusiness, was introduced by Scott R. Watterson of the USU Board of Trustees.

“He has been recognized throughout his career for exceptional legal competence and heartfelt care in serving clients, as well as for the extreme integrity he brought to the profession as he pursued truth and justice,” Watterson said.

W. Eugene Hansen was also presented an honorary degree, Doctor of Laws. Hansen is an attorney who has been on the USU Board of Trustees and on the Utah State Board of Regents, where he served as chairman for two years.

USU President Stan Albrecht said that Dr. Quigley, who graduated with a degree in accounting in 1974, has had a “long and distinguished business career” and said he has “been an advocate for business ethics and accountability.”
Leadership Gifts

In recognition of individuals and organizations whose cumulative giving exceeds $100,000.

Society of 1888
$10,000,000 or more
Jon & Karen Huntsman

Juniper Society
$1,000,000 - $10,000,000
Vernon M. Buehler
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$500,000 - $1,000,000
IBM Corporation
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Dean’s Circle
$100,000 - $500,000
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Ross E. & Nancy Kendell
Workers Compensation Fund of Utah
Kern & Carolyn Gardner

2007-08 Giving to Jon M. Huntsman School of Business

In recognition of individuals and organizations that contributed in 2007 – 2008.

$1,000,000 or more
Jon M. & Karen Huntsman
Vonetta S. Searle
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$100,000 - $500,000
Kern & Carolyn Gardner

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M. K. & Ellen Rose Jeppesen

Richard & Julie King
Charles G. Koch Charitable Foundation

Williams & Billie Murray
Jay H. Price, Jr.
Quester Corporation

President of Nike Brand honored
Charlie Colbath, ‘78, business administration, was recognized as a Distinguished Alumnus at Founders’ Day.

The Distinguished Alumnus Award is given to those who make significant contributions to their communities, whether in public service, business, academic scholarship or the creative arts.

Charlie got his first job with Nike as an inside salesperson at Nike’s first retail store in Portland, Ore., in 1979. Charlie then went on to hold several positions in the company before becoming president of Nike Brand in 2006. Charlie has led the company through a period of dramatic global growth and rapid advancement into emerging markets in places such as China, India, and Brazil.

He has returned to USU several times to speak and has served as a member of the National Advisory Board for the Jon M. Huntsman School of Business. Charlie and his wife, Lynn, support international scholarships for students.

Leah Horizons Consulting, LLC
Leucadia National Corp
Tom & Shonna Mabey
Crystal Call & Chuck Magglet
Gene W. & Ruth B. Miller
Steve Jr. & Tammy Milovich
David Moore & Suzanne Pierce-Moore
Mountain West Small Business Finance

Samsung

IBM Consulting Group
Textron, Inc
Kay & Judy Toulson
Zions Management Services Co.

$5,000 - $10,000
Bank of Utah
K. Boyd & Donna Baugh
Kent E. Bracken

John & Frances Callister
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Delphi Corporation
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First Security Foundation
Industri Supply Company, Inc.
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Curtis &Venice Anderson
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The Gallup Organization
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Quigley family plants oak tree to honor L. Glen Quigley

An oak tree was planted on Old Main Hill last May to pay honor to a student from the College of Natural Resources who graduated a long time ago, but is not forgotten.

James Quigley, ’74, accounting; Bonnie Quigley, ’74, business education, and their family took time after graduation last May to plant a 13-foot-oak tree on Old Main Hill just south of the amphitheater in honor of Jim’s father, L. Glen Quigley, who graduated from USU in 1939. L. Glen passed away in 2001. The legacy tree, as it is called, is now part of the Utah Arboretum.

Jim, CEO of Deloitte Touche Tohmatsu, was on campus to receive an honorary doctorate. The tree planting afterward was a family event with L. Glen’s children, grandchildren and great grandchildren all participating. Jim paid tribute to his father and said he always admired the tenacity it took for his father to graduate despite financial obstacles.

“Jim was the real deal,” Jim said of his father. “He never learned of his college education. He worked hard to have the privilege of a college education.”

L. Glen Quigley’s three sons, Lewis B. Quigley, ’72, finance; Thomas M. Quigley, ’71, B.S. in forest watersheds; and James H. Quigley are USU graduates. Three of his grandchildren and three daughters are also USU graduates.

Anna R. Palmer
Katherine Papantikolas
FC Crane Service, LLC
Elder L. Tom Perry
Remington-Rotem
Eric & Michelle Rasmussen
Roy L. Rasmussen
Kenneth W. Rodgers, Jr.
Kenneth Ross
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Iva Lou Stephens
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HUNTSMAN ALUMNI MAGAZINE FALL 2008
William and Billie Murray fund two Huntsman scholarships

When two of Bill and Billie Murray’s children graduated from college recently, the Murray could have stopped paying tuition, but they didn’t.

“We thought, well, we might as well keep paying tuition for somebody,” Bill said.

The Murray’s new fund two student scholarships with annual donations time is for a junior and senior with at least a 3.5 GPA with demonstrated financial need. First preference is given to single parent. Bill said, “political science professors are in need of students who might be struggling because of the obligations facing them as a single parent. The other scholarship will help students participating in one of the school’s global initiatives programs, such as the Huntsman Scholars Program.

Bill said giving an annual donation to fund a scholarship works out best for their budget and said they want to give back because of the help they received.

“For us it’s really, really gratifying,” Bill said. “It’s about giving back a little bit of what we have had since we were in college. We were helped a lot by scholarships when I was at Utah State and we really feel that we have been blessed in that regard. So, it’s tremendously gratifying and it would be pretty ungrateful for us not to give back.”
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Louise Leitch Wollesen
Rachel Won
Joel L. Wright
Mitch Wright
Michael Young
Zions First National Bank
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Less than $100
Jeffrey A. Abplanalp
Accounting and Tax Services, Inc.
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Conrad Adler
Roma Alder *
Norman & Debra Allen
Randall D. Allen
Clintion B. Allen

Mark and Wendi Holland are investing in a bit of karma.

At least one could conclude that when learning of their motives for funding a student scholarship or campus. When asked why they were willing to help a student they have never met, Karin’s answer was philosophical.

“The right thing and work hard at doing the right thing, one day, as we wake up and look around, we find ourselves surrounded with other people who are trying to do the right things,” she said.

Mark Holland, 86, marketing ’84, MBA, said he feels he owes a great debt to Utah State, saying that it sent him on a great personal path. He is now chairman and CEO of Intermountain Staffing Resources and Ascend HR Solutions.

Mark, chairman of the Hunstman School of Business National Advisory Board, said he liked the idea of making scholarship assistance available to a single parent.

“I grew up in a single mom family and know exactly what the challenges and issues were,” he said. “If we could make it a little better for someone, we thought that would be awesome.”

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Calvin S. Andrus
Applied Manufacturing Concepts
Brian & Quintette Armstrong
Major gift of land benefits USU's Uintah Basin Campus

ROBERT BURHIN, LEFT, VENNETTA SEARLE AND HER ATTORNEY, GAYLE MCKEACHNIE.

Neither Woodsey nor Venetta Searle ever attended college but their generosity has helped dozens of students make it to graduation over the years. A donation the couple gave in 2007 will be used to help new business faculty at USU's Uintah Basin Campus.

Venetta donated nine-acres of land across from the Basin Clinic in Vernal. The money raised from the land sale is being used to hire faculty to teach business management, accounting, finance, marketing and related business subjects.

Before Woodsey died, they talked of donating the land to USU, Venetta said. She said they didn't have much money for college when they graduated from high school, so they have contributed to scholarships through the years to assist students who needed help obtaining their college degree.

"He always had a soft spot in his heart for kids," she said of her late husband.

Woodsey was a successful businessman, Venetta said. He started selling fans and humidifiers eventually owned and operated a store and a motel in Vernal, along with some rental properties.

"He had a mind for business," she said. "He could think real fast and he traded. He was just a laid off trader. Anything to make a dollar and he did well. He had a good business sense."

When the gift was announced, Venetta said, "Woodsey and I have always wanted to help young people, and this is a way we can help for a very long time."

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DeMar (But) Bowman
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Jerris & Mary Duncan
Robert M. Dunlap
Bruce Dunn
Scott and Cathie Davis support land-grant mission of USU with donations

To hear Scott and Cathie Davis talk about it, contributing to the Jon M. Huntsman School of Business is just a matter of supporting a mission they feel is important to Utah and the students the university serves.

They feel passionately about the university and its efforts to reach out to rural Utah as a land-grant institution. That mission of serving rural Utah is also important to Scott's company, he said. As the president and CEO of Mountain West Small Business Finance, a private non-profit company that administers the SBA 504 loan program.

"We believe in what the Huntsman School of Business stands for," Scott said. "We support its emphasis on ethical leadership and its efforts to reach out to the rural parts of the state. From our company's perspective, that's a high priority. For us personally, we just love Utah State and want to be a part of it.''

Scott's company has donated to the Huntsman School of Business, and he and Cathie have also given personally to the organization. Scott also donates his time by serving on the National Advisory Board.

"There are some really amazing people on that board," Scott said. "They contribute so much. It's a real honor to be a part of the group.''

Scott attended Utah State University but graduated from the University of Utah. Three of the Davis's four children also attended USU, and two graduated from the university.
Dale and Ruth Bowen are no longer with us, but their support for college students was such a big part of their lives continues to thanks for three scholarships they set up.


Ruth, with the support of her husband, sold her family's home and established a scholarship endowment fund for the Animal, Dairy and Veterinary Sciences Department in 1982 as a memorial to her parents, William W. and Goldia Marie Woodyatt Owens. William Owens, "16, animal science and business, worked for USDA for three years and directed the Utah Extension Service from 1942-1948. He was also a mayor of Logan from 1930-1932.

Dale and Ruth Bowen also established the George B. and Edna S. Bowen Scholarship in 2001 to honor Dale's parents. George Bowen was chairman of the board of the Cache County Chamber of Commerce from 1927-1923. He owned the Cache Valley Common Company and the Logan Distributing Company.

Dale and Ruth also setup the Dale S. and Ruth G. Bowen Endowed Scholarship in 2007 that is now supported with an estate gift. Dale Bowen was the first person to be named a "nominated resident" at the University of Utah in 1975 after he retired as a partner at Touche Ross International.

Janis Bowen Fowler, daughter of Dale and Ruth, said that her parents were firm believers in the importance of continuing education.

"They felt instilled in their parents to their own education," she said. "It was only natural they felt the best way to honor the memory of their parents was to give otherwise students the opportunity to move forward in their own educational pursuits."

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Rong Zhou
Don Oliver Zollinger

*Indicates deceased
Faculty and students explore “Positive Leadership” book

The Jon M. Huntsman School of Business wants to be home to more “positive deviants.”

A positive deviant is an extremely good thing for those who understand the philosophy taught in Kim Cameron’s book, “Positive Leadership, Strategies for Extraordinary Performance.”

Cameron, a professor of management and organizations and higher education at the University of Michigan, came to speak last spring at a Partners in Business seminar.

The Huntsman School of Business invited him back in August, and he spent most of a day talking to faculty and staff about how they can change the culture at the Huntsman School of Business. Cameron has studied what he calls “positive deviant performance” to understand how people and organizations go from successful to exceptional.

His research-based recommendations center on how to build a positive workplace environment where virtues such as forgiveness, optimism and gratitude become deep parts of the culture. He teaches four specific positive leadership strategies and a process for implementing them.

The book aims to “explain strategies that can help leaders reach beyond ordinary success to achieve extraordinary effectiveness, spectacular results and positively deviant performance,” Cameron writes. “It does so by relying on validated findings from empirical research.”