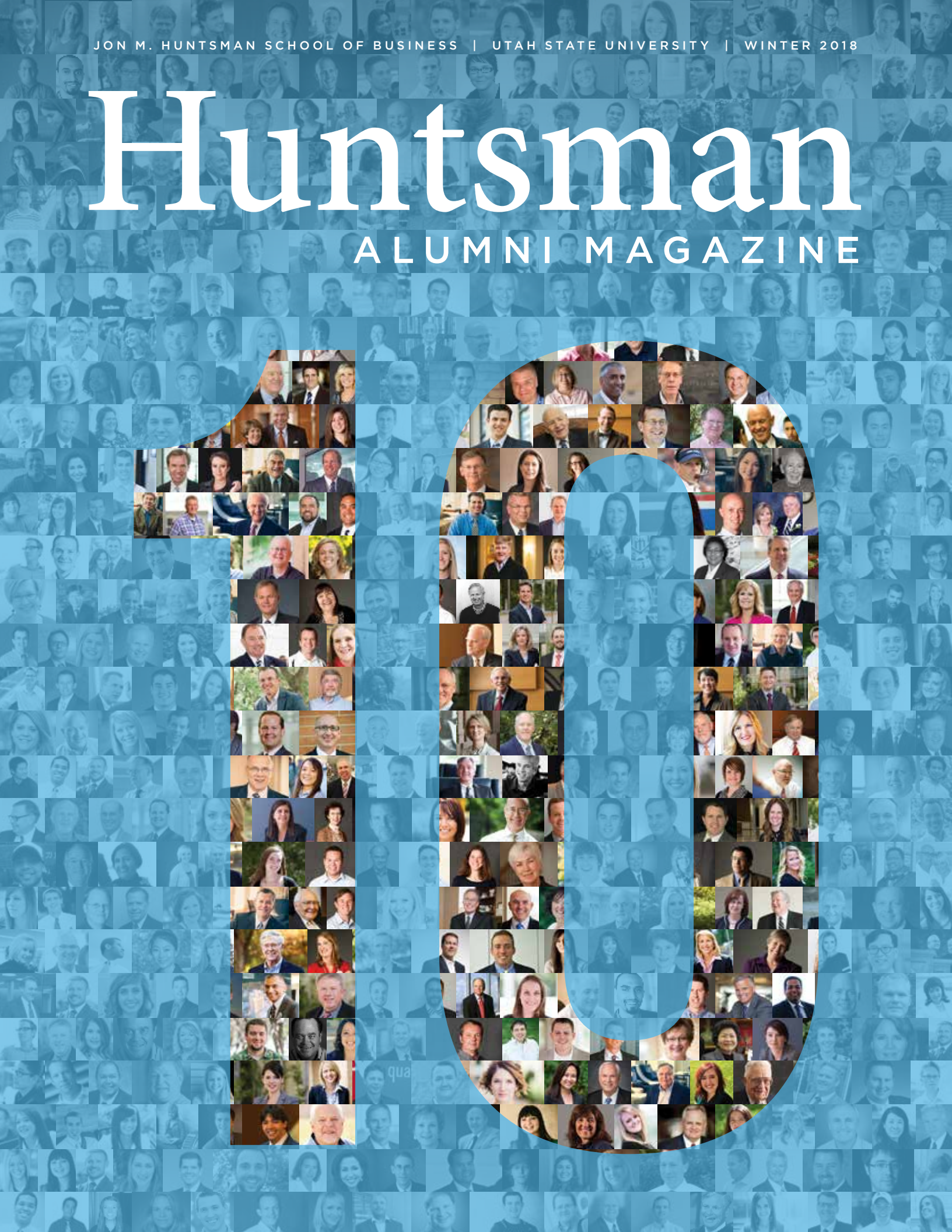


# Huntsman

ALUMNI MAGAZINE







# JON M. HUNTSMAN LIBRARY

Raised in poverty in rural Idaho, Jon M. Huntsman, Sr. became one of the most respected businessmen in the world. The values he learned early on about integrity, initiative, and hard work, helped to shape the pillars of the school, namely, ethical leadership, entrepreneurial spirit, analytical rigor, and global vision.

This space invites you to explore Huntsman's personal history and his powerful and positive influence in the world, and to consider how we can all apply some of his guiding principles to lead lives of meaning and contribution.

*"No exercise is better for the human heart than reaching down and lifting another up."*

*Jon M. Huntsman*

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.





## dean's message



“The common thread running through every decision we make ... is a focus on our students and their success.”

— Dean Douglas D. Anderson

Recently, we celebrated the 10<sup>th</sup> 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 '13, 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's 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!

# Huntsman

ALUMNI MAGAZINE

## WINTER 2018

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[huntsman.usu.edu/alumniwinter2018](http://huntsman.usu.edu/alumniwinter2018)

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► To hear more about Jon Huntsman's legacy:  
[http://huntsman.usu.edu/news\\_archive/huntsman\\_paul\\_leadership\\_forum](http://huntsman.usu.edu/news_archive/huntsman_paul_leadership_forum)

PHOTO BY RON ADAIR

# 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!



[huntzman.usu.edu/legacy](https://huntzman.usu.edu/legacy)

ILLUSTRATION BY HILARY FRISBY

## My Huntsman Experience

DERICK 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





# THE Huntsman DIFFERENCE

Creating a world-class undergraduate program as we look forward to the next ten years

BY JAIME CALIENDO & DAVE PATEL

At our annual awards banquet on November 30, 2017, we celebrated the tenth anniversary of the naming of the USU College of Business as the Jon M. Huntsman School of Business. The past ten years have brought remarkable change. As Dean Douglas Anderson notes, the strategy ten years ago was, to put it succinctly, “get better fast.” And get better we did, across programs, people, and places, with the creation of 12 new curricular and extracurricular programs, an infusion of faculty talent, and a beautiful new facility.

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 masterpiece 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 undergraduate business programs 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



"As a college freshman who was passionate about politics and history, I planned to use my economics degree to further my understanding of politics and then pursue a career in Washington, D.C. My career plans changed after a political internship in Washington, D.C. when I realized my interest in politics had narrowed my perspective and I could remain involved in politics without working in the city. Although this realization initially left me unsure about my post-graduation plans, professors in the Huntsman School encouraged me to consider careers intersecting business and politics. I explored finance through an internship at Leavitt Equity Partners and was surprised how my liberal arts skills supported market research and investment analysis. Because of this experience, I decided to pursue finance after graduation, and I accepted a full-time offer at Goldman Sachs in the Global Investment Research division. This position is something I would never have considered as a freshman, but because of the mentorship of professors in the Huntsman School, I was exposed to new opportunities and challenged to consider new ways to pursue my interests."

— Melissa Funk '17, Economics & History

## Huntsman Scholar Program Roadmap

YEAR 1	YEAR 2	YEAR 3	YEAR 4
<p><b>Classes</b></p> <ul style="list-style-type: none"> <li>ECN 1500 Econ Institutions</li> <li>MGT 1050 Foundations of Business</li> <li>Professional Development Activities</li> <li>Service</li> </ul>	<p><b>Leadership Lab</b></p> <p>The first year leadership lab is a formative leadership development experience for students in the Huntsman Scholar Program. During this lab, through experiential activities and thought-provoking challenges, students will develop greater self-awareness, begin to discover their leadership identity, and increase their interpersonal and teamwork.</p>	<p><b>Classes</b></p> <ul style="list-style-type: none"> <li>ACCT 2010 Financial Accounting</li> <li>ECN 2010 Intro to Microeconomics</li> <li>STAT 2300 Business Statistics</li> <li>Professional Development Activities</li> <li>Service</li> </ul>	<p><b>Analytical Rigor Lab</b></p> <p>The second year lab provides students ways to take in and understand vast amounts of information, analyze risks and opportunities, and arrive at reasoned decisions through critical thinking and the ability to see problems through multiple lenses.</p>
<p><b>Classes</b></p> <ul style="list-style-type: none"> <li>FIN 3200 Financial Management</li> <li>FIN 3400 Corporate Finance</li> <li>MGT 3500 Fundamentals of Marketing</li> <li>MGT 3700 Operations Management</li> <li>Professional Development Activities</li> <li>Service</li> <li>Mentoring</li> </ul>	<p><b>Global Vision Lab</b></p> <p>Students in the third year global lab will learn about the global business environment through classroom discussions and a fully-funded faculty-led international experience.</p>	<p><b>Classes</b></p> <ul style="list-style-type: none"> <li>MGT 3800 Leadership</li> <li>Professional Development Activities</li> <li>Service</li> <li>Mentoring</li> </ul>	<p><b>Entrepreneurial Spirit Lab</b></p> <p>The culminating innovation lab promotes an entrepreneurial spirit and being open to opportunity. Through classroom discussions, team activities, and learning from life innovators, students will learn to identify and strengthen behaviors and skills that promote personal and professional adaptability and innovation.</p>

Summer Internship

Summer Internship

### Graduate Programs

The Huntsman School also offers six graduate degrees, including nationally-ranked programs in accounting and human resources, as well as programs in economics, financial economics, management information systems, and the MBA. Structured experiential opportunities abound throughout these programs. For example, students from the graduate program in financial economics competed in and won the Zions Bank Bond Portfolio Competition two of the past three years, beating teams from Oxford, Rice University, BYU, and the University of Utah. The Huntsman advantage with our graduate programs is a rigorous course of study within 16 months across all six programs, two-year dual degree options with MBA+MHR and MBA+MMIS, small class sizes, deep engagement with faculty, and placement at globally-recognized companies. For more, please visit [huntsman.usu.edu](http://huntsman.usu.edu).







and behaviors central to success in business and in life. For example, the Year One Leadership Lab is designed to provide a leadership development experience through experiential activities and thought-provoking challenges so that students can develop greater self-awareness, begin to discover their leadership identity,



and increase their interpersonal and teamwork skills. This past fall, the first offering of the Leadership Lab 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 Glauser, 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 ventures 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. Glauser. 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



“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 took time to talk about my experience in Peru and the 12-step financial program my partner and I had revised and developed to help our Peruvian clients better understand financial stability. I finished the interview and was told I would be notified in three weeks. The interview took place Friday afternoon. The following Monday morning, General Mills called and offered me a full-time position. When I asked them what set me apart from the other incredible candidates, they explained without hesitation that it was my experience in Peru with the SEED Program.”

— Christian Hobbs '18  
Marketing





workers to use Excel. “That was empowering for me in going forward, to know that I could see something 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 be,” says Waddoups.

Potential employers also value the hands-on experience and maturity these students possess. “They’ve 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.

### The Huntsman Experience

Huntsman Scholars – [huntsman.usu.edu/scholars](http://huntsman.usu.edu/scholars)

SEED – [huntsman.usu.edu/seed](http://huntsman.usu.edu/seed)

Student Clubs – [huntsman.usu.edu/clubs](http://huntsman.usu.edu/clubs)



**Ivan Covarrubias**  
Rogers, Arkansas

**Tess Arnold**  
Cincinnati, Ohio

**Garret Steed**  
Rogers, Arkansas

**Christian Hobbs**  
Scottsdale, Arizona

### General Mills

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.

**Derick Morales**  
Philadelphia, Pennsylvania

**Chelsea Yoshikawa**  
Minneapolis, Minnesota



Spring 2018

# ENTREPRENEUR LEADERSHIP SERIES

Wednesday at 6 p.m.  
University Inn & Conference Center Auditorium

**JAN 17**  
**HELPING COMPANIES GROW THROUGH INNOVATIVE ADVERTISING**  
**Nathan Putnam:** CEO and Co-founder of Monumetric  
**Kyle Ivins:** CMO and Co-founder of Monumetric

**JAN 24**  
**TACKLING DEFEAT AND MOTIVATING MILLIONS**  
**Dan Clark:** Hall of Fame Motivational Speaker

**JAN 31**  
**DIALING IN ON STRATEGIC GROWTH**  
**Danielle Nielson:** Co-founder of Diamond Wireless

**FEB 07**  
**BUILDING A BUSINESS OF HEART**  
**Brady Murray:** President of Racing for Orphans with Down syndrome (RODS), President and CEO of MassMutual International West

**FEB 14**  
**A BUSINESS MODEL FOR SAVING LIVES**  
**Tim Stay:** CEO of The Other Side Academy  
**Maurice (Moe) Egan:** Co-manager of the Other Side Thrift Boutique

**FEB 21**  
**FRANCHISING: A PATH TO OWNERSHIP**  
**Carrie Goodwin:** Owner of The Bar Method-Salt Lake City

Series will be broadcast to USU regional campuses and posted on [huntsman.usu.edu/mgt3550](http://huntsman.usu.edu/mgt3550)

**FEB 28**  
**FROM CORPORATE LIFE TO ECOMMERCE SUCCESS**  
**Jana Francis:** Founder and President of Steals.com  
**MAR 21**  
**CREATING A WORLD RENOWNED TRAINING FIRM**  
**Joseph Grenny:** Co-founder of VitalSmarts and *New York Times* Best Selling Author

**MAR 28**  
**RISING TO THE TOP OF AN INDUSTRY**  
**Paul Belcher:** Owner of Mountain Crane Service

**APR 04**  
**SHARK TANK NIGHT: AGGIES CHASING SUCCESS**

**Amy Anderson:** Founder of MediConnect Global, Founder and Managing Partner of Rees Capital  
**Paul Woodland:** Former CFO of Dryers Grand Ice Cream, Inc.  
**Steve Peterson:** General Partner of Millrock Capital  
**Brad Oldroyd:** Founder and CEO of TeamONE Management Group



## 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 Idso worked with Kaylene Ames of the Wellsville Foundation. "This is a dream come true," Ames said. While business owners benefitted 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 pack her bags for a job with Goldman Sachs at their corporate headquarters in 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," she said. "I mean, I think my freshman year if you would've 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 got the job in her dream city, since she only applied for the Dallas office location. But, she does know why she might've stood out against her competitors.

"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."

## CORPORATE SPONSORS

Executive level corporate sponsors create unique opportunities to engage with students and faculty in the Huntsman School.



### 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 winning team members each received \$1,000 scholarship awards and the opportunity to compete at a national sales competition.



### 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 top 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/focusedfridays](http://huntsman.usu.edu/focusedfridays).



### 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 from around the world and collaborate on our shared goals of improving undergraduate education. I am grateful to know there are educators who care so deeply about the success of their students.

— Jacklyn Sullivan '18, Economics & Statistics





**Michael Dixon** ▶  
Operations Management  
**Brian Dunn** ▶  
Management Information Systems  
**Todd Griffith** ◀  
Finance  
**Bradley Lindsey** ▶  
Accounting  
**Ryan Beckstead** ◀  
Management Information Systems  
**Martin Van der Linden** ◀  
Economics  
**Justin Lawrence** ▶  
Marketing  
**Kat Habu** ▲  
Economics  
**Matthew Meng** ▼  
Marketing  
**Lucas Rentschler** ▲  
Economics  
**Chalon Keller** ◀  
Business Administration

## New Faculty

# Professional Achievement Award 2017 Recipients

**DANIELLE NIELSON '99**  
Co-Founder, Diamond Wireless ▼



**THERESA FOXLEY '04**  
President & CEO, Economic Development Corporation of Utah ▲

### Recent Huntsman Faculty Publications in Key Academic Journals

**Benjamin M. Blau**  
*Economics & Finance*  
Blau, B. Economic Freedom and Crashes in Financial Markets. *Journal of International Financial Markets, Institutions, and Money*.

**Benjamin M. Blau, Tyler J. Brough**  
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**Kari J. Olsen**  
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# 2017 Distinguished Executive Alumnus

CLARK WHITWORTH, '82

CEO, LARRY H. MILLER GROUP OF COMPANIES

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 1990. Recognizing his potential, Miller taught him to manage complex situations by including him in all business communications, negotiations, and transactions. "Rodin could 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.

"The teacher appears when the student is ready," said Whitworth, reflecting on his lifetime of learning by experience. "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."



PHOTO BY EMILY BEUS



# alumninews

Keep us updated! Email your news to [huntsman@usu.edu](mailto:huntsman@usu.edu).

## '70s

Gail E. Baird '72, is a Recovery Specialist at Bureau of Homeland Security.

Brian Leigh Johnson '73, works as a Financial Services Professional for Collect America.

Thomas D. Arndt '76, works as a Chief Market Development Officer for Bellin.

Eric M. Miyajima '76, is the VP-Residential Loan Manager at American Savings Bank.

Bryan Rock '78, works as a Global Enterprise Manager for NETAPP.

Miles Boyd Stephens '78, is the Finance VP at Carma.

John B. Ure '78, works as the CEO of Shape Up Outlets.

Bruce H. Allred '79, is an Investment Banker at MCM Group.

Douglas K. Baldwin '79, works as a Director for Lenovo.

## '80s

Eileen P. Campbell '80, is a Financial Controller at Postene Service.

Kent DeHart '80, is the SVP and Business Banking Manager for First Utah Bank.

Richard Lynn Johnson '80, is a Program Manager at Nu Skin International.

Barbara Miller '80, works as a VP for Onsite Medical Providers.

Lori T. Piscopo '80, is the Chief Development Officer at Intermountain Medical Group.

David Rodee '80, works as the CFO for Sorenson Companies.

Larry W. Saffron '80, is an Accountant at Apogee Instruments.

Michael Christiansen '81, is the CFO and Managing Director for Wield & Company.

Kelly King '81, is a Regional Sales Manager at Storopack.

P. James Hirschak, Jr. '82, works as a Senior Associate for APChex International.

Robert O. Jenkins '82, is the President of Valli Information Systems.

Todd Kent '82, is the Dean of Faculty for The University of Utah Asia Campus.

Anthony L. Stephenson '82, works as an Engineering Manager for Ottobock Healthcare.

Deanne Barker '84, is a District Data Specialist at the Soda Springs School District.

Colleen Elizabeth Davidson '84, is a General Sales Manager at Entercom.

Merril S. Davis '85, is the President and COO of Auto Trakk.

Curtis W. Anderson '86, is the SVP at Rock Canyon Bank.

Paul A. Jones '86, works as the Chief Leadership Development Officer for USANA.

Michael Spilker '86, is an Audit Partner at Hinton Burdick CPAs and Advisors.

Clay Swain '86, works as the VP of Sales and Marketing for Summit Interconnect.

Corey D. Holm '87, is the CFO at Parallon Salt Lake City Supply Chain Services.

Earl Stephenson '87, is a Controller of Projects and Technology Group at Energy Solutions.

Daniel K. Bell '88, is a Financial Advisor at Royal Alliance Associates.

Trulene Bindley '88, works as a Systems Analyst for Merit Medical Systems.

Alyssa A. Ceager '88, is a Project Manager at Automatic Data Processing.

Calvin L. Knight '88, works as a Senior Data Warehouse Architect for Young Living Essential Oils.

Charles Leonhardt '88, is the President and CEO of Ogden/Weber Chamber of Commerce.

Mark E. Low '88, is a Managing Partner for Jones Simkins.

Richard A. Ostberg '88, is a SVP Controller at Pattern Energy Group.

Lane D. Rozema '88, is VP-Investments for David Lerner Associates.

Michael B. Todd '88, is the CFO of Deseret News Publishing.

Collin Allen Wailes '88, is an Anode Operator at Kennecott Utah Copper.

Douglas J. Hansen '89, works as an Audit Partner for Tanner.

Lane Barclay Lankford '89, is a Sales Representative at JR Simplot.

Jeffery D. Loosli '89, is the CFO for Intermountain Hydraulics & Automation.

Lisa M. Skrinier '89, is the Director of Workforce and Resource Development at Montana State University.

## '90s

Nathan H. Abegg '90, is a Partner at KPMG.

SharLyn Hodson '90, works as a National Director of Projects for Track Group.

Dan Peterson '90, CEO at Spartan College of Aeronautics and Technology.



## Data Guru

**Niel Nickolaisen**, '83 BS & '09 MBA, also received his Masters of Engineering from MIT. Niel began his career in mechanical engineering, but for the past 20 years he has held leadership roles in information technology. Niel has developed several repeatable models and methods that generate positive results quickly. These models are described in his two books about agile leadership and his hundreds of articles on the many aspects of IT leadership.

Niel is currently the Chief Technology / Chief Information Officer at OC Tanner. His team not only provides technology support to their global business but also develops the software products their clients use to manage their employee recognition and engagement programs. Niel has received numerous IT leadership awards but his favorite was in 2015 when he was named the most

prescient IT leader by 2,500 other IT executives.

Niel and his wife Karen met at USU where she was a member of the national championship volleyball team. Niel and Karen have three sons and do a significant amount of volunteer work focused on helping those who struggle with employment, addiction, and mental health issues. Niel believes that "each of us has some "super power" - one thing that we do better than anyone. The key to life is figuring out what that one thing is and building it into something we are passionate about and generates value. If we can do that life is grand."

Eric J. Robertson '95, is a Sales Manager at Ahola Corp.

Martin Walker Wardell '95, is an IT Project Manager at ARUP Laboratories.

Dave R. Woolstenhulme '95, is the Commissioner for Utah College of Applied Technology.

Scott Russell Coleman '96, is the CEO of Mid State Orthopaedic & Medicine Center.

Mark Edward Knight '96, is VP of International Operations at AgriNorthwest.

Scott S. Pond '96, is an Investor Relations Manager for Nu Skin International.

Ryan R. Warburton, '96, is a Partner at Gilmore & Bell.

Terry Robert Davis '97, is a Director, Operations & Supply Chain for US Synthetic.

James Lee Lorimer IV '97, is an HR Regional Director at Intermountain Healthcare Instacare.

Shane B. Reed '95, is the Owner of SPRYOS.

Chad Michael Petersen '97, is a Manager at Recreational Equipment.

Darren Scott Tanner '97, is a Production Manager at Tanner Transmissions.

Douglas B. Adams '98, works as a Sr Business Development Director for Endava.

Melissa Vargas Archibald '98, is a Commercial Marketing Manager at Spirit Fitness.

Daryl L. Crook '98, is a Sr. Sales Engineer at Bay Dynamics.

Erol Eskinazi '98, works as a Business Support Executive for Bank of America.

Jeff A. Jensen '98, is a Finance Director at Intermountain Medical Center.

Darin M. Jones '98, works as a HR Director for Grays Harbor College.

Scott Niel Shepherd '98, is a Managing Actuary at Voya Financial.

Jason Richard Wendel '98, is an Audit Partner at KPMG.

Julie Ann Frink '91, is a Medical Staff Writer at Starline Group.

Bonnie B. Newman '91, is a Relationship Manager at Wells Fargo.

Genan Sorenson '91, is an Accounting Clerk at Aqua Culture.

Michael Keith Waldron '91, is a Senior Manager at Tanner LLC.

Laura Alleman '92, is a System Analyst at Lincoln Financial Advisors.

D. Scott Hyatt '92, works as the President-Corporate Accounts for Pogo Pass.

Donald E. Wood '92, is a Brand Development Manager at CampSaver.

Travis R. Allen '93, works as a Director for Alta Capital Management.

Fred W. Bolingbroke '93, is a VP Treasury and Finance at Lifevantage.

David B. Dahlgren '93, works as a Revenue Director for Converse.

Paul Gibbons '93, is a Managing Tax Partner at Jones Simkins.

Chris Lee Gittins '93, works as an Accountant for Storm Products.

John M. Gunderson '93, is a Regional Claims Manager at Farmers Insurance Group.

Danielle M. Hayes '93, works is the VP of Sales for BetterBody Foods & Nutrition.

Robert Lowell Inkley '93, is a Program Manager at Autonomous Solutions.

Daniel L. Miles '93, works as a Project Manager for AON Hewitt.

Kelly D. Nielsen '93, is a Sr Director, IS & Technology at Myriad Genetics.

Todd Jensen '94, is the CEO of Direct Financial Solutions.

Brian R. Jeppson '94, is the Owner of Cedar Cycle.

Michael P. Olson '94, is the CFO at DigiCert.

Robert A. Walsh '94, works as a Senior Property Manager for AIMCO.

Melanie Rawlings Allred '95, is a Branch Supervisor at American United Family of Credit Unions.

Karl Ray Childs '95, works as a Senior Manager for VM Ware.

Bruce Vernon Dent '95, is a HR Consultant at SelectHealth.

Khrist M. Kofford '95, works as an Electrical Engineer for ON Semiconductor.

Eric F. Poulson '95, is a Loan Officer at Security National Mortgage.



Chad Spencer Woolley '98, works as a Web App Developer for MiraCosta College.

Larry Shawn Babcock '99, is a Web Developer at Socratic Technologies.

J. W. Davies '99, is a Partner at Davies Allen.

Mark Gordon Lind '99, works as a Web Developer for Deseret Digital Media.

Scott Merl McCullough '99, is an Attorney for The McCullough Group.

Brent L. Palmer '99, works as a Finance Manager for Deseret Trust.

Douglas J. Christiansen '00, is a Sr Manager Analytics at United Health Care.

Jeffrey K. Coleman '00, works as a Seminary Teacher for LDS CES.

Kendy Ferguson '00, is a Marketing Coordinator and Graphic Artist at Reavely Engineers.

Wyatt Hadlock '00, works as a Sr. Computer Programmer/Analyst for Introfax Systems.

Andrew Jonathan Hiller '00, is the CEO of Atrium Investments.

Chad M. Ladow '00, works as a Sr. Web Developer for Equitable Life & Casualty Insurance.

Robert T. Larson '00, is a Director at KPMG.

William M. Lodder '00, works as a Director of Financial Planning and Analysis for Signature Products Group.

Brittney E. Sheen '00, works as a Realtor for Golden Spike Realty.

Alan K. Barlow '01, is the CEO for Indian Health Service.

Dennis C. Beere '01, works as a Project Manager at Wal-Mart Stores.

Jamie S. Birch '01, works as a Finance Manager for ARTCO.

Ingrid Blankevoort '01, is a Managing Partner at Solares.

Jason L. Boyle '01, works as a Sr Manager Sales Operations for Myriad Genetics.

Steven J. Christensen '01, is a Buyer at Neways.

Michael T. Cordova '01, is the CFO for K2 Pure Solutions.

Celeina K. Cullum '01, is the Internal Controls Director at WW Clyde & Co.

Barbara A. Hanson '01, is a CPA for Hinton Burdick CPAs and Advisors.

Joshua D. Jeppson '01, is a VP Business Development at MaritzCX.

David A. Lamb '01, works as a Product Manager-Telehealth for University of Utah Health Care.

Jordan E. Needles '01, works as a Consultant for MidMarket Guide.

Daniel S. Peck '01, is a Commercial Relationship Manager at Zions First National Bank.

Yan C. Purba '01, works as a CIO for Larry H. Miller Group of Companies.

Ryan L. Snow '01, is a Controller at Burdick Materials.

Matthew S. Toone '01, is the AVP Marketing for Merit Medical Systems.

Benjamin Lester West '01, is a Principal Software Engineer at Ancestry.com.

Jonathan E. Woods '01, works as a Risk and Technology Assurance for Deloitte & Touche.

Cherissa R. Alldredge '02, is an ADA Compliance Officer at Utah Transit Authority.

Richard H. Andrus '02, works as a Senior Counsel for Hawkins Companies.

Kary M. Burke '02, works as a VP Information Technologies for Maggie Sottero Designs.

Jonathan J. Haroldsen '02, works as an IT Manager for OC Tanner.

Benjamin H. Riley '02, works as the VP of Sales, North America for Young Living Essential Oils.

Jeremy L. Stewart '02, is a System Administrator at Zions First National Bank.

Heather Allen '03, works as a Senior Tax Manager for Tanner LLC.

Jacob Barker '03, is a Partner at Jones Simkins.

Benji Baumann '03, works as the CFO for Cache Valley Hospital.

Scott Brown '03, works in IT at America First Credit Union.

Robin Bushman '03, works as a Quality Manager for Set Point.

Jeremy T. Drake '03, works as a Project Manager for Ducworks.

Levi Fisk '03, is a Global Director-Quality and Process Improvement at IHS Markit.

Amy B. Greenhalgh '03, works as a Marketing Coordinator for Brigham City Community Hospital.

## Putting Down Roots

**Jake Peterson '11 Accounting & '12 Masters of Accounting**, was a senior and **Kristina Peterson '11 Marketing**, was a freshman when they met at Logan High School. After Jake returned from his church service mission and a year at BYU he transferred to Utah State. He reached out to Kristina, a University Ambassador, for help with class registration. "She asked what classes I needed or wanted for my major and I asked, "What classes are you taking?" I then registered for just about every class she was in. That was one of the smartest moves of my life!" They were married in December 2009.

Jake and Kristina were voted by their peers as "most likely to stay in Cache Valley," so they made sure to live up to that status and really wouldn't have it any other way. They have two darling children and are raising them in their favorite valley on earth. Not only do they love the area, but both of their families live in Logan, it's the home of the Aggies, and they love their careers.

Jake is currently the CFO and COO of Mountain States Property Management which develops, constructs, and operates high end apartment communities, single family lots, and commercial office and retail spaces.

Five years ago, Kristina opened the Logan office of Nexeo HR Solutions, a HR Solutions company that focuses on recruitment and staffing. Prior to working at Nexeo, Kristina worked for two years in marketing, sales, and account management at JJ Cole Collections, a boutique juvenile brand.



### Kristina's advice to recent graduates:

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 Aggie. 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.

Mitchell R. Moncur '03, is a Tax Partner/CPA at Jones Simkins.

Bonney Sam Oommen '03, works as a Chief Product and Strategy Officer for PerfectDay.

Paul Spitzer '03, is a Director at Shell Oil.

Harold F. Stewart III '03, works as a HR Representative for FedEx Kinko's Office & Print.

Jeanie Willson '03, is the CFO at Four Corners Behavioral Health.

Preston G. Bitner '04, works as an Oracle Demantra Forecast Analyst for USANA.

Troy S. Draper '04, is a VP of Operations at Daltile.

Justin R. Hamilton '04, is the Owner of Bluebird Candy Co.

Gregory J. Hatch '04, is a Marketing Executive at Intermountain Medical Group.

Brandon J. Hendrickson '04, works as a Tax Accountant for Jones Simkins.

H. Jared Mathusek, Jr. '04, is the CEO of Bison Floors.

Brian J. Munk '04, works as a Project Manager for RR Donnelley.

Phillip P. Smith '04, is the VP-Risk at Antares Capital.

Ann Marie Wallace '04, is the Executive Director for Salt Lake Chamber of Commerce.

David Benson '05, is a Managing Director at Dale Carnegie Training of Utah.

Sherri B. Griggs '05, works as a Senior Accountant for Early Growth Financial.

Donald W. Johnson '05, is a Financial Advisor for Allegis Investment Advisors.

Matt Johnson '05, is a Plant Manager at Schreiber Foods.

Nathan D. Love '05, works as a Territory Brand Manager for K2 Sports.

Natalie M. Munk '05, is a Sr Director, Corporate Controller at Ancestry.com.

Christoffer D. Neal '05, works as an Audit Senior for Jones Simkins.

Deseree Purdy '05, is a Planning Manager at Sundyne.

Jenny Quinn '05, works as a Sr Lead Developer for EKR.

Jason D. Stephens '05, is a Regional Operations Manager at Schreiber Foods.

Lisa Jenkins Archibald '06, works as an Audit Manager for Jones Simkins.

Matthew T. Black '06, is an Audit Supervisor at Tanner LLC.

Austin B. Catmull '06, works as an Assistant Marketing Manager for USANA.

Mark B. Cottle '06, is a General Manager at Supply Dynamics.

## Aggie in Arizona

**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 at a mid-sized IT company. "I acquired a ton of skills and experiences 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 salary that doubled what she had been previously paid. After only six months, Gracie was approached for her skills and experience in the IT marketing industry. Once again, she negotiated a substantial salary increase. "I mention the negotiation part, not so much to brag, but to remind others that it is possible to compete with only a few years out of school."

Gracie is currently helping run a marketing department for an IT training company that is on track to go from \$20 million to \$50 million in two years due to integrated marketing programs and processes. She oversees website updates, brand design, blogging, paid and organic social, sales and marketing operations, product marketing, project management for our team, and content creation.

The advice Gracie gives all her interns is to find their dream jobs on LinkedIn, look at the job descriptions and see where their current skills are compared to where they want to go. "It doesn't need to be several years of extensive experience, just enough to be able to do your dream job well. Be able to speak to how your experiences or training correlate to the skills and experiences that the hiring manager is looking for. I graduated two years ago and I'm in a position that suggested five years of experience."

Kerry J. Easthope '99, works as an Area Finance Officer for Kaiser Permanente

Jeffrey A. Hamula '99, is a Senior Manager and Risk at TD.

Tate David Lapray '99, is a Sales Rep at Becton Dickinson & Company.

Bradley Curtis Turpen '99, is the COO at Valor Health.

# '00s

Scott S. Chappell '00, is the Owner of Clear Vision Homes.





## An Entrepreneurial Spirit

**Jesse Randall '09**, Finance, Economics, & International Studies, is now the CEO of dripdrip. Jesse has been highly entrepreneurial by founding several of his own companies and working with over 150 digital startups. Currently running a boutique marketing agency, Jesse focuses on scaling human-to-human communication mediums. "I take anything that a human usually does, then apply tech that allows us to scale it up to more than a person could do alone. I love my work." Jesse is proud of the companies he has founded and is aiming for his first \$1 million in revenue in the very near future.

For Jesse, his four beautiful children and incredible wife are the most important things in his life. He recently completed his first Ironman race and has subsequently become obsessed with the sport. To current students or recent graduates, Jesse shares that there is no better way to learn business than by being an entrepreneur, despite it also being very risky and not following a typical career path. His advice is to work for two to five years before pursuing graduate school or entrepreneurial dreams. "You'll be glad you had that time in the saddle learning on someone else's dime. It makes both graduate work and an entrepreneurial venture much more meaningful."

Katherine Gildea '06, works as a Director of Admissions for Salt Lake Community College.

Justin Moore Humphreys '06, is an Advisory Director at KPMG.

Daniel Todd Orchard '06, is a General Manager, Emerging Markets at Scentsy.

J. Marie Pehrson '06, works as a Finance Manager for Merit Medical Systems.

Jay Robert Salmon '06, is a Director at Morgan Stanley Wealth Management.

Jason D. Sleight '06, works as a Sr Audit Manager for Jones Simkins.

Melanie J. Sorensen '06, is an Accountant at L-3 Communications.

Todd Lane Stewart '06, works as a Chief Credit Officer for Rock Canyon Bank.

Justin C. Whitworth '06, is a Manager at Strata Fund Services.

Rick E. Arnell '07, works as a Tax Manager for Jones Simkins.

Isaac C. Byrd '07, is a General Manager at American Express Centurion Bank.

Micah W. Capener '07, works as a Principal Broker for Capener Losee Real Estate.

Kevin D. Federico '07, is a Tax Manager at Jones Simkins.

Heather A. Hulse '07, works as an Accountant for Atomic Jolt.

Alden T. Moon '07, is an Audit Manager at Eide Bailly.

Anne Richey '07, works as a HR Generalist for Intermountain Medical Group.

Ryan Roe '07, is an Advisory Manager at KPMG.

Eric B. Whiting '07, works as an Attorney for York Howell & Guyman.

David Thomas Yates '07, is a CPA at Davis & Bott.

Tori Jo Andersen '08, is the Owner/CEO of Sassy Steals.

Andrew R. Bingham '08, is a Financial Advisor at St. Bernard Financial Services.

Brock R. Champlin '08, is an HR Supervisor for 3M.

James Martin Clark '08, is a Bank Partnership Manager at WebBank.

Richard B. Clark '08, works as a Financial Advisor for Edward Jones Investments.

Randy B. Dean '08, is an Account Executive at AccessData

Seth Carr Greer '08, works as an Agile PLM Analyst for USANA.

Jeffrey R. Harding '08, is a VP Finance & Operations at Doba Enterprise

Adam E. Huggins '08, works as a Tax Manager for Jones Simkins.

Cameron J. Lee '08, is a Senior Value Engineer at Domo.

Brandon C. Markle '08, works as a Director, Marketing for Merit Medical Systems.

Michael David McLeskey '08, is a Tax Professional at Haynie & Company.

Ryan G. Merrell '08, works as a Product Manager for McKesson.

Mikal A. Petersen '08, is an Operations Manager at New York Life Insurance.

Paul W. Phipps '08, works in Offsite IT for Facebook.

Kenny Erwin Soetjpto '08, is a Web Application Developer at RXP Services Limited.

Bryan E. Stevenson '08, works as a Managing Director for Black Cliff Capital.

Emily Stokes '08, is a Major Gifts Officer at Logan Regional Hospital.

Eric T. Tunbridge '08, is a Senior Product Manager at US Bancorp.

Jase Allen '09, is an Attorney for Allen Law Office.

Brian Ray Anderson '09, is an HR Business Partner at PEGUS Research.

Nora Anderson '09, works as a VP Finance for Clarke Capital Partners.

Keara C. Balls '09, is a Web Developer at BambooHR.

Casey J. Barrus '09, works as an Assurance Senior Manager for Eide Bailly.

Brad Kenyon Carpenter '09, is a Manager-Customer Support at EMC Dell.

Heather Clifford '09, works as a Sr. Supply Chain Manager for Edwards Lifesciences.

Jeffrey J. Fielding '09, is a Hedge Fund Accountant at Strata Fund Services.

Jesse R. Gibbs '09, works as a Franchise Support for Harris Research.

Rustin Ray Hansen '09, is a Tax Manager at Tanner LLC.

Jeremiah Shane Honsvick '09, works in Operations for Bay Area Underpinning.

Kara Kunz '09, works as a Director of Finance for Weiser Memorial Hospital.

Maile Lauret '09, is a Tax Manager at Merit Medical Systems.

Kenneth L. Paskett '09, is a Web Developer and Designer at HotWax Media.

Shaun R. Peterson '09, works as a Financial Advisor for Peterson Wealth Services.

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## High Flyer

**Tom Hunsaker '02**, BS Business Administration & Marketing, is Principal Consultant and Managing Member of Hunsaker Consulting Group, LLC. 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, civilian, 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 is married to Kelly Jeanne Penrose and is the spoiled and lucky father of five beautiful daughters.

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 my career in a way that I could prioritize time 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 yours 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, they ask their friends and business partners for recommendations.
- 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 resourcefulness** - Learn to proactively manage revenue to accommodate for slower 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 mentors** – Communicate with your mentors often. Learn from their experiences and ask lots of questions.
- 7. Establish blended business and family goals** - It's been said that you "can 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).



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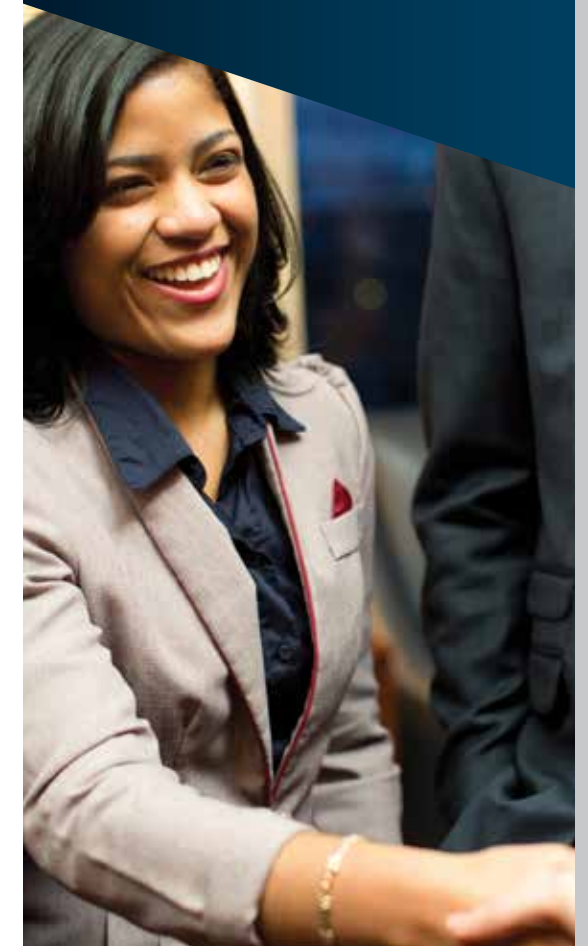
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Taylor Barry Vance '16, works as a Tax Associate for Jones Simkins.

Stefan Andrew Warren '16, works as a Data Architect for HealthCatalyst.

Taylor Brock Whitehead '16, works as a Project Manager for Nifty Marketing.

Zachary Whitelock '16, is an HR Generalist at Air Products & Chemicals.

Amanda Christy Whitlock '16, works as a Partner Relations Specialist for DigiCert.

Cassie Whitlock '16, is Director of HR at BambooHR.

David Scott Whittaker '16, works as a Director of Marketing for Monkey Bar Storage.

Dalton Smith Wilson '16, is a Software Design Engineer at Huntsman Cancer Institute.

Jonathan D. Wilson '16, works as a Financial Analyst for Morgan Stanley Wealth Management.

Tyler Wolfley '16, works as an Audit Associate for Tanner.

Ying Xu '16, is a Credit Analyst at Asia Pacific Groups.

Christopher D. Yashko '16, works as a Software Developer for Journal Technologies.

Kimberly Naomi Young '16, works as an Accounting Technician at WCF Insurance.

Trevor Kade Andersen '17, works as a Lead Web Developer for The Startup Space.

Ronald Anderson '17, is an Auditor at Defense Contract Audit Agency.

Timothy Bradshaw '17, is a Sr. Financial Analyst at Intermountain Medical Group.

Bryce Burningham '17, works as a Retirement Manager for Fidelity Investments.

Zachary Geddes Chugg '17, is a Financial Advisor at Edward Jones Investments.

Steven J. Clark '17, works as a Director of Business Development for Hitachi.

Austin Dale Dickson '17, works as an Audit Associate for Haynie & Company.

Phil Bridger Harding '17, works as an Operations Manager for NiTOR.

Gregory A. Henderson, Jr. '17, works as a SQA Engineer for MasterControl.

Ryan Lloyd Hicks '17, works as a Regional Manager Continuous Improvement for Intermountain Medical.

Ryan Jackson '17, works as a Sales Director for Qualtrics.

Michael George Kane '17, is a Tax Associate at Deloitte & Touche.

Ryan Thomas Lewis '17, works as a Research Analyst for Adams Wealth Advisors.

Alexander Fleming Pohl '17, works as a Content Analyst for Verisys Corporation.

Annie Pundir '17, works as a Data Analyst for Progrexion.

Austin Rottman '17, is an Assurance Associate at PwC.

Terri Jo Steele '17, works as a Project Manager for Weir Specialty Pumps.

William Thompson '17, works as a Director Business Development for Woodtec Global.

Michael Jacob Zajac '17, works as a Partner Manager for Pinterest.

## IN MEMORY

### of Huntsman Alumni and Friends

- |                            |                          |                                |                            |
|----------------------------|--------------------------|--------------------------------|----------------------------|
| Ivan K. Alder '62          | John Ross Clyde '60      | Alan Don Housley '71           | L. Brent Plowman '67       |
| Stephen J. Allan '73       | Dr. Frank A. Condie '53  | Margaret I. James '47          | Debbie Ann Ralphs '86      |
| Stanley L. Allen, Jr.      | Douglas R. Cummings '57  | Leroy D. Johnson '59           | Dr. Vincent L. Rees '35    |
| Donna Jean Anderson '72    | Richard C. Dickinson '74 | Wyatt F. Kennedy '11           | Norma Roberts '79          |
| Norma B. Anderson '50      | Marilyn Y. Duffy '83     | Robert M. Lamkin, Jr. '61      | Dan C. Russell '52         |
| Pat R. Anderson '96        | Shauna Smith Eccles '55  | Lt Col Dwendon M. Lee '54      | Manon C. Russell '53       |
| Edward L. Barrett, Jr. '38 | Dr. Peter M. Ellis       | Geniel A. Loveless '74         | Kent B. Sanders '61        |
| Kevin S. Barrett '82       | Zane A. Erickson '75     | Michael M. Meek '01            | David L. Seria '02         |
| Elizabeth Bateman '49      | Steven Espinoza '13      | Elaine Melcomian '56           | Steven R. Smith '79        |
| John R. Baugh '85          | Dale Fillmore '71        | Dr. Gene W. Miller '50         | James W. Taylor '50        |
| Chad H. Blackham '85       | Greg S. Frehner '92      | Colonel Joseph Miller, Jr. '69 | Lucy Ann Thompson '77      |
| Jerry Glen Bott '72        | Marilyn Fryer '79        | Shirley Millett '55            | Mary I. Twitchell '49      |
| Roger G. Bunker '97        | Valarie S. Gessel        | Grant C. Mohlman '63           | Dr. Allen Torell '85       |
| Joanne W. Burnett '65      | Jill Gihring '72         | Robert W. Molen '51            | Carma G. Watts             |
| Peter D. Campbell '79      | James M. Greenhalgh '46  | Beverlee Z. Murray '52         | Dominic A. Welch '57       |
| Phyllis Marie Campbell '79 | Steven M. Guy '84        | Robert B. Murray '51           | Steve Williams '89         |
| G. Dene Carson '64         | Ray L. Hadley '37        | Claire A. Nielsen '51          | Dr. Thomas L. Williams '64 |
| Helen A. Champ             | Jerald Denzel Hansen '61 | Erle C. Oman '72               | Wade Walker Workman '92    |
| Leah P. Christensen '55    | Charles H. Hardy '48     | Dale D. Pincombe '93           | Rulon J. Yorgason '47      |
| Aurelia N. Clemons '66     | Julie E. Haycock '86     |                                |                            |



Celebrating  
the first

# 10 Years

## 2007-2017

*“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.

*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



**2007**

Creation of Small Enterprise Education  
& Development (SEED) Program

**187** students have  
completed SEED  
internships (to date)



**2008**

China Cooperative  
Academic Program

**1,324** students have  
graduated (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



**2012**

School of Accountancy  
achieves national ranking by  
Public Accounting Report



**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



**2016**

Focused Fridays  
Initiative launched to  
increase direct student/  
employer interactions

**4,785**  
**205** students have attended  
events featuring  
**278** employers  
over **3** semesters



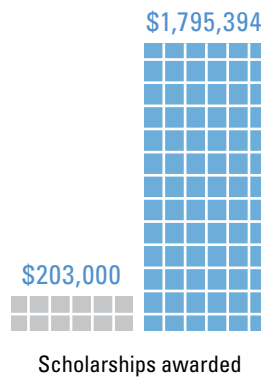


Office of the Dean  
3500 Old Main Hill  
Logan, UT 84322-3500

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University


# 2007


# 2017

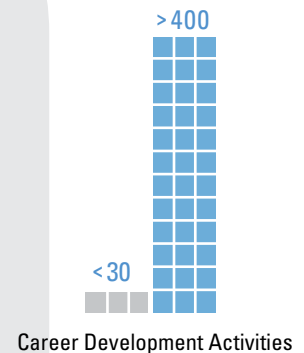


**3**   
professors named  
USU Teacher of the  
Year in last 10 years

Directly admitted students up **↑ 187%**

 **8,798**  
graduates

Undergraduate  
enrollment  
increase on  
Logan Campus **50%** 



# Utah State