It gives me great pleasure to introduce two new innovations that are both designed to assist UPJ Management/Marketing students and alumni.

The first innovation is this newsletter. It is designed to give you a very brief update on what is happening on campus as well as with our alumni around the country. We plan on publishing it once each semester, with the assistance of our student editor, Brittany Hood. Please feel free to submit any news you may have about your career or family to us via the form in the alumni database.

The second innovation is our new BizConnection alumni-student networking website, http://bizconnection.upj.pitt.edu. As you know, this has been a dream of mine for several years. Thanks to the help of the faculty and in particular Neelima Bhatnagar we are now off and running. This site has the ability to provide a great networking opportunity for our students and alumni alike. Please consider taking advantage of this "free" service to you. Where you see opportunities to refine and improve this site please direct your suggestions to our Webmaster at bhatnagr@pitt.edu.

So, in closing, we hope you enjoy and use both of these new outreach efforts. It’s simply our way of reaching out to our “family” of alumni and connecting them with our current students. We hope that both will benefit by the connection.

Continue to learn...

Ron Vickroy
Department Chair
New Faculty Spotlight

UPJ welcomes new business faculty members

Professor Rick Cosgrove is happy to be working as an adjunct instructor at UPJ. It helps fuel his passion for academic learning.

Mr. Cosgrove's background includes working for the nation’s largest health care provider, HealthSouth Corporation. While at HealthSouth, Rick taught Selling Skills and Marketing/Strategic Planning classes. He also was Executive Director/Chief Operating Officer for 28 physician practices and Senior Manager for Marketing/Strategic Planning at the former UPMC Lee Regional Hospital. He is currently employed by UPMC Health Plan in sales.

Mr. Cosgrove's philosophy on learning matches his work and life philosophy. "80% of life is showing up, putting forth an effort and being willing to try new things.” He believes good test-taking skills are just as important as hard work and determination, even if those things alone only result in a B or C grade. He uses his musical talent to teach others about our local history and cultural background. His research used for writing his CD and educational program “American Dreams” has been used in classroom study at Notre Dame, Ed Mann School of Labor, and Youngstown Ohio Steel Museum.

"I look forward to an enjoyable semester at UPJ. Everyone from administrative staff, faculty and students have been very kind and welcoming to me thus far. I am sure I will probably learn more from all of you than I have to offer." Rick Cosgrove resides in Johnstown with his wife Christine (UPJ 1985) and their two sons Rex and Leo.

UPJ welcomes Dr. William Hisker to its faculty. Dr. Hisker is currently a Professor of business administration at St. Vincent College in Latrobe, Pennsylvania. He is also a adjunct professor at Carnegie Mellon University in Pittsburgh where he is responsible for teaching public finance, and at Duquesne University where he teaches public finance.

In past positions, he has taught at Shandong University in Jinan, People’s Republic of China, University of West Virginia, Morgantown, West Virginia, the University of Pittsburgh, Main Campus, and has held other teaching positions at Carnegie Mellon. Dr. Hisker has a very diverse career background. His work background includes experience in environmental planning, grant writing, and is the author of several academic publications. He is also an active business consultant for Pittsburgh Purchasing Management Association, Westinghouse Corporation, and Latrobe Hospital, as well as many others. UPJ wishes Dr. Hisker the best of luck here, and in all of his current and future career endeavors.
Alumni News

UPJ alumni share what they’re doing ...

The new bizconnection website will enable UPJ to keep track of updated news and accomplishments of alumni. **Please log into the website regularly and keep us posted!**

### 1991

**Denny Hummer**  
Owner  
Rocky Spring Development Inc.  
— The entrepreneur sold his “Muffin Man” business and recently started his new one that deals with real estate for retirees.

### 1992

**Lisa Cofield**  
Counselor  
— She is currently an ordained youth minister who is now actively considering law school.

**Rimmo Jolly**  
Structured Equity Products  
City Group  
— Rimmo and Tommie had their third child last year. Check out his website at jollycentral.com

### 1994

**Joe DiBartola**  
Special Agent  
FBI  
— Joe and Melissa (Ickes) ‘99 are settled in their new home near Toledo. Melissa is now working for Honeywell.

### 1995

**Jennifer Hale**  
HR Director  
MetLife  
— Jen has recently completed her MBA and is working closely with UPJ internship opportunities.

**Paul Laurent**  
Regional Director  
Health South  
— Paul is working on fixing up his “old house” in the “Burg.”

### 1996

**Kareem El-Attar**  
Brand Leader-Managed Markets  
Astrazeneca  
— Kareem and Brandee, ’97 Psychology, had their second child, Owen in January. ...Congratulations!

**Doug Keklak**  
Senior Operations Analyst  
National City Bank  
— Congratulations go out to Doug as he recently passed the Certified Fraud Examiner Exam.

### 1997

**Emmanuel “Book” Richardson**  
Head Coach  
NYC Gauchos (AAU)  
— “Book” is now coaching some of the premier basketball talent in the nation.

### 1999

**Mike Tomkowski**  
Initial Listing Analyst  
American Stock Exchange  
— Enjoying the “Big Apple” and getting it done on his MBA at Pace.

### 2000

**2001**

**Matt Bacco**  
Teacher and Coach  
Penn Trafford Middle School  
— Just finished his first year of teaching and loves it—but the law degree helps out with side jobs.

**2002**

**Mike Boes**  
Assistant Manager  
PNC  
— Mike recently left Wells Fargo for New climes in Squirrel Hill.

**2003**

**Jamie (Cicuto) Mollin**  
Project Coordinator  
HCSC  
— Congratulations to the new Mrs. Eric Mollin—they honeymooned in Mexico!

**2004**

**Alexander Gorshenin**  
Junior Account Manager  
Hughes Network System, Germany  
— Alex is becoming the world traveler—back to Moscow and all over Europe.

**2005**

**Alex Gindin**  
Global Investment Manager  
Morgan Stanley  
— Alex is loving NYC and hoping to pursue grad school at NYU.

**2006**

**Ashley Tomaselli**  
Pharmaceutical Sales  
Pfizer  
— Ashley just finished training this summer and is now out on her own...and staying busy!
UPJ Aids Students in Career Preparation

Annual Management Forum and Internship Opportunities

Everyone Invited to Management Forum

The Management Forum brings back recent management grads to talk about their post-UPJ experiences in work and graduate school and how they feel students can best prepare for professional and management careers. Everyone is invited to attend this interesting event.

This year’s Forum will be held Thursday, September 28 at 6:30 p.m. in the Cambria Room of the UPJ Student Union.

The Forum will begin with informal presentations from three management alums: Jodi Rager, Lindsay Joseph, and Bart Vickroy. Each presenter will reflect upon his or her personal experiences as a working professional or graduate student and identify the skills and knowledge needed for success in the world of professional employment.

A question-and-answer session will follow. Refreshments will be served.

For registration information, call (814) 269-2972 or email mcgrath@pitt.edu

Management Internship Program

Doug Reed, our internship coordinator has always strived to provide students with a balance between theory and “real world” applications. However, these valid learning techniques cannot duplicate the dynamic environment in which managerial decisions are made.

The Management Internship Program provides students with an experiential learning opportunity. Internships provide students with the opportunity to apply “theory” in the dynamic environment of an organization. Through the participating companies, students achieve professional work experience under the mentoring of managerial practitioners and faculty.

Internships = Work Experience = Career Opportunities

An internship experience prevents potential employers from saying ...
“Sorry, we can’t hire YOU because YOU just don’t have any work experience”.
An internship translates directly into “real world” work experience, which is just what organizations are seeking. Our UPJ Management Internship Program has yielded significant results for all business majors: General Management, Marketing, Information Systems, Human Resources, Finance and Accounting. Just look at the statistics (2001 through 2006).

<table>
<thead>
<tr>
<th>Number of Participating Organizations</th>
<th>Number of Student Interns</th>
<th>Number of interns offered or accepted full time position at host organization</th>
<th>% Placed</th>
</tr>
</thead>
<tbody>
<tr>
<td>177</td>
<td>418</td>
<td>57</td>
<td>13.6</td>
</tr>
</tbody>
</table>

Mr. Doug Reed
Internship Coordinator
In Addition to Teaching...

Professors hard at work on projects outside the lecture halls

Teaching is only one element of most business professors’ jobs. Within the department, some professors have been hard at work on projects aside from educating UPJ business students. Here are some of the latest projects our professors have been working on.

**BizConnection**

Neelima Bhatnagar has also been hard at work over the past year developing UPJ’s first Alumni Database/Website, a project Ron Vickroy approached her about. The project was done completely in her spare time and, after researching, Neelima found that the project could be completed using html, cfml, sql, Javascript, and Frontpage, requiring no additional purchasing of hardware or software.

This new program will benefit UPJ students and alumni in a variety of ways. The first is that is will allow alumni networking. Alumni will be able to fill out a profile which will be added to the system. From here, alumni can sign on and post job openings, look at resumes of seniors, and look for job openings for their own benefit. This new program will enable alumni to network not only amongst themselves, but also with other students seeking jobs upon graduation.

This new website will also benefit students. Before graduation, students will be able to post and update their resumes, do job opening searches based on their interest and skills, and also network with alumni.

Neelima stated that she hopes the database will be taken advantage of, since it has the ability to provide so many opportunities to UPJ students and alumni. She also hopes users will give feedback about the site which will allow her to further develop it. “Personally, the project has allowed me to grow professionally. It’s been a good learning experience and I can apply

**Further Accomplishments**

Neelima has also been recently appointed to the Board of Directors for the Association of Information Technology Professionals, Johnstown Chapter. Her title is the “Education Director.” She will be trying to start a student chapter of the association at UPJ. This association will be open to both Information Systems and Computer Science Majors. Any member of this association could benefit from becoming a member through networking, resume building, and general socialization with people in those careers.
In Addition to Teaching...

Professors hard at work on projects outside the lecture halls

**Research Into Buying Habits**

Ron Vickroy and John McGrath are working on a major research project that is designed to identify ways of getting businesses in the UPJ region to make more of their purchases from local companies.

After conducting some preliminary research, they found that $17 billion in business is conducted annually in the 7 county region surrounding UPJ. So if even a small number of businesses could be convinced to make more of their purchases from local firms, the economic impact on the region would be large.

Ron and John will present their results in October. Their project is being funded by a consortium of seven chambers of commerce from the Alleghenies region, including Cambria, Blair, Somerset, Bedford, Huntingdon, Fulton and Centre.

**Economic Climate Study**

Ron and John are also working with the Greater Johnstown Cambria County Chamber of Commerce to conduct the 13th annual Economic Climate Study.

This research project is designed to "take the pulse" of the local business community, and to report on projected economic conditions that businesses anticipate for the upcoming year. The study has become a recognized indicator of economic conditions in the Johnstown area, and was the subject of an article in /Economic Development Quarterly/.

Ron and John will present the results of this study at the annual Economic Summit, scheduled to be held in Johnstown on Thursday, November 9.

**Accounting and Management Job Fair**

Everyone is welcome to join us at the UPJ Accounting and Management Job Fair on Friday, September 29th from 9:00 a.m. to 12:00 p.m. In the Cambria Room.

This is the third year for this event to be held on our UPJ Campus. Most of the professional representatives will be UPJ Alumni.