

ECCLES

EXCHANGE

DAVID ECCLES SCHOOL OF BUSINESS ALUMNI MAGAZINE

WINTER 2013

*Rooms with
a View*

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**David Eccles
School of Business**
THE UNIVERSITY OF UTAH

AS THE SCHOOL CONTINUES TO STRIVE FOR EXCELLENCE AND GROW IN INCREASINGLY DIVERSE AND EXCITING WAYS, WE DECIDED IT WAS TIME TO CREATE A NEW VEHICLE TO KEEP OUR ALUMNI ALL OVER THE WORLD INFORMED ABOUT THE EXCITING THINGS HAPPENING ON CAMPUS AND IN OUR BEAUTIFUL NEW SPENCER FOX ECCLES BUSINESS BUILDING.



In this inaugural issue of *Eccles Exchange* you'll find stories about our school's successes that led to our undergraduate and graduate programs being ranked in *The Princeton Review's* 2012 list of "Top 25 schools for entrepreneurship," out of nearly 2,000 schools considered for the honor.

You'll read inspiring stories about fellow David Eccles School of Business graduates like Jill Briggs, who overcame two brain surgeries to compete in triathlons, and Jessie Montez, whose upbringing in rural Utah coal country led to a distinguished career with Halliburton that took him across the globe.

With each issue of *Eccles Exchange*, we'll offer updates on our alumni pursuing exciting careers inside Utah and beyond, introduce you to faculty members like Jay Barney—a world-renowned expert in strategic management who joined us this fall—and keep you informed about upcoming meetings of our alumni clubs located all over the United States.

Thanks for reading our first issue, and we hope you enjoy *Eccles Exchange* as it grows and evolves. As with all aspects of the David Eccles School of Business, we'll strive to make it the best alumni magazine possible. You deserve nothing less.

Sincerely,

Dean Taylor Randall

**Welcome to the first edition of the David Eccles School of Business
alumni magazine, ECCLES EXCHANGE!**



Photo Credit: Karalee Webb

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*The new business building
gives students and faculty
an elite place to face
the future*

ROOMS

with a View

It's been nearly a year since the doors opened for classes at the new Spencer Fox Eccles Business Building, and students and educators alike say the sparkling new flagship of the David Eccles School of Business has proven to be worth every penny of its \$70 million price tag.

In January 2012, approximately 2,500 undergraduate and 700 graduate students joined faculty and staff in using state-of-the-art learning technology in this open, well-lit edifice graced by the soaring vistas of the nearby Wasatch Mountains. Graduate students have a new home in the James Lee Sorenson Leadership Pavilion, which features a 270-seat auditorium, café, student lounge and team discussion rooms.

One of those students is Erik Edwards. The Masters of Accounting scholar praises both the design of classrooms, discussion and study spaces and the building's cutting edge tech – wireless Internet, video conferencing and illustrative displays that give instructors fresh tools to augment collaborative learning and instant informational access critical to educating a new generation of business leaders.

“But what stands out to me the most about the new building is its open and inviting feel,” Edwards says. “The entrance itself is almost majestic in its spacious design. Students feel special, privileged to go to school there.”

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Photo Credit: Jan Stephenson

(Right) The entry of the new Spencer Fox Eccles Business Building; **(below)** Students in the showcase classroom of the Spencer Fox Eccles Business Building; **(below, center)** The E-Oculus tracks market activity in real time.



Photo Credit: Karalee Webb



Photo Credit: Karalee Webb

“In the older buildings we had such small desks that it was impossible to use a textbook, notepad and laptop at the same time. The newer classrooms are shaped in a half-circle, allowing for better class discussion. When my peers speak I can see them, which helps with my own involvement and indirectly how well students get to know each other and network,” he adds.

The open, bright design is a theme that carries throughout the building, Edwards says. That encourages student interaction and teamwork in problem solving, whether in the tiered classrooms, the auditorium, smaller discussion rooms or more relaxed lounge settings.



Photo Credit: Jan Stephenson

The concept also extends to faculty spaces that serve to facilitate research, laboratory work, professorial discussions and one-on-one meetings with students.

“Not only is the design itself

open, but so is our access to faculty,” Edwards says, noting the majority of educators have their offices and less formal meeting spaces on the seventh floor.

In the main lobby is the eye-grabbing E-Oculus, a real-time

visualization that is both artwork and a monitor of international market activity. The display takes the shape of the Great Salt Lake with animations played out on the “surface” of the lake and reflected in the “sky” above the digital waters. A clear blue sky means markets trending upward; a red sky and lightning bodes ill for the markets.

Dr. Martha Eining, Director of the School of Accounting, sees both the beauty and the practicality of the new building.

“The advantages have been tremendous. It really is an incredible building with amazing spaces for students and faculty to gather informally

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(Above) The seventh floor of the Spencer Fox Eccles Business Building houses faculty offices and study rooms. *(Above, right)* The lobby captures the afternoon sunlight.

and in a very productive environment,” she says. In addition to overseeing the academic welfare of 450 Accounting students, Eining teaches a Forensics Accounting class. That gives her an educator’s eye for the evolution of learning provided by the Spencer Fox Eccles Business Building, as well as the insights of an administrator.

“Most of our classrooms here are tiered, but two of them are designed with flat seating. The one I teach in has flat seating and round tables and plenty of space to spread out and interact, work as teams,” Eining explains.

With large video projection screens in front and back, and numerous LCD panels on the walls throughout the classroom accessible by wireless connections, students can work and instantly review their progress with Eining and the class at large from their laptop computers.

The facilities are also equipped for production of podcasts, and throughout the building are touchscreen, interactive maps to help students and visitors explore the vast facility.

“My students love it. I’ve heard them say they are glad they waited to graduate just so they could learn in this new building. And really, all of us are proud of it,” Eining says. “It’s a real pleasure for me to come to work here.”

David Eccles School of Business Dean Taylor Randall sees such student and faculty responses as underscoring the wisdom of undertaking construction of the new building, which began in 2009.

“In offering a home where business students can learn using technologies as advanced as anything they will find when they enter the workforce, the David Eccles School of Business truly sets itself apart as a place that offers students the training needed to achieve their career goals,” Randall says. “At the same time, that focus on pioneering technology will allow our faculty to continue its strong research tradition in the smartest, most efficient ways possible.”

The successful debut of the Phase I building bodes well for building campus excitement for continuing work on Phase II, which includes the Ken Garff Classroom Pavilion – named for the recent and long-standing contributions of Garff Enterprises, Inc. – and the C.R. England Student Community Pavilion, named for C.R. England Inc., the nation’s largest refrigerated trucking company.

“Students care a lot about the environment they are educated in, and rightfully so,” Randall says, promising that the David Eccles School of Business will settle for nothing short of establishing itself as “arguably the best facility in the United States for business students.”

Phase II, to be completed in June 2013, will add 11 new tiered classrooms in the Ken Garff Pavilion, a seminar room, a simulated “trading floor,” faculty research spaces and student services and an expanded career management center. The England Pavilion, meanwhile, will incorporate spaces for student-faculty collaboration, community gatherings, and numerous breakout discussion rooms. In all, the new Spencer Fox Eccles Business Building offers 16 classrooms, including a 275-seat auditorium, 25 team discussion rooms and six interview rooms for use by corporate recruiters and career management counselors. All of this is spread over nine levels.

Eining says she and other educators look forward to the new additions with a mixture of awe and anticipation. “The new building is great, but we still currently have a lot of Business School classes spread around campus. That will change with Phase II. It should be done next June, and faculty and staff should be moved in by summer, getting ready for classes in the new spaces to begin in fall of 2013,” she says.

Edwards looks forward to seeing the new expansions completed, too – both as a student and future David Eccles School of Business alumnus.

The school’s commitment to keeping pace with technological advances – including plumbing the possibilities afforded by the Internet and wireless computing and collaboration – is particularly indispensable to navigating the “changing landscape of education,” Edwards believes.

“The content of the learning obviously isn’t new, but the technology certainly helps,” he adds. “And while it may seem superficial to some, the aesthetics of the new building should also attract new students.”

“This is all true for alumni, too,” Edwards says. “It will show them their alma mater not only is still alive, but growing and doing good things.” **EE**

ENTREPRENEURIAL SPIRIT

The David Eccles School of Business Lassonde Center is gaining national attention for its students' successes turning ideas into new businesses

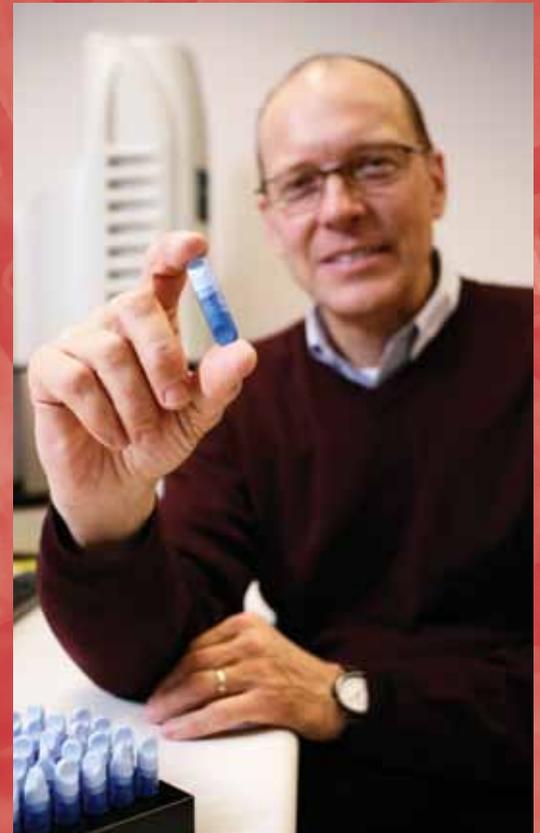
When it comes to translating research breakthroughs into the commercial marketplace, the University of Utah is one of the nation's leaders, in large part thanks to the David Eccles School of Business Pierre Lassonde Entrepreneur Center, which encourages entrepreneurship and working with other disciplines across campus.

Whether you're talking about business and medical students joining forces with research scientists and engineers to bring groundbreaking medical devices to market, or student entrepreneurs building their ideas into real businesses through one of the school's incubator programs, the U is creating an impressive track record. And it shows no signs of slowing down. In fact, *Entrepreneur* magazine and *The Princeton Review* just this fall recognized the David Eccles School of Business's undergraduate and graduate programs as being among the Top 25 in the nation for entrepreneurship, in large part thanks to opportunities available to students through the Lassonde Center.

The businesses that evolve out of the U and the Lassonde Center benefit many more people than just the students and scientists directly involved. They create jobs and tax revenues for the state as well. And sometimes, the products involved can save lives that might have been lost.

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Bioengineering professor Robert Hitchcock holding Catheter Connections' DualCap medical device.

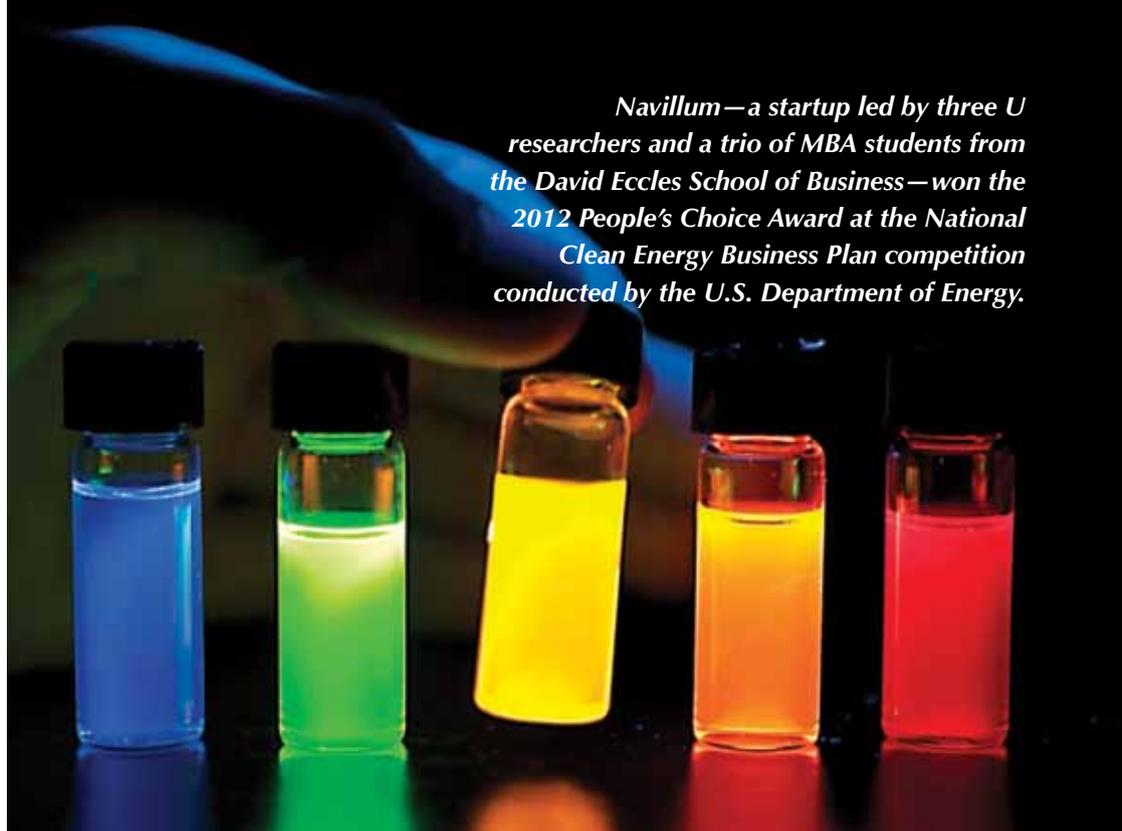
MEDICAL MARVELS

The U began incubating Catheter Connections in 2008 when two Veterans Administration Hospital nurses, Michael Howlett and James Mercer, invented a single-use device called a DualCap to disinfect and protect IV catheter access points from potentially deadly bloodstream infections.

“We want to save lives,” says Catheter Connections CEO Vicki Farrar, “by delivering the right devices at the right time for clinicians to make the right choice when managing patients’ IV lines.”

In 2010, Catheter Connections won the *Utah Innovations Award for Medical Devices*. In 2011, DualCap was spotlighted at the Society for Healthcare Epidemiology of America conference in Dallas for its success in preventing catheter-related infections.

In July of this year, a team of University of Utah and Veterans Administration researchers unveiled plans to develop a prosthetic implant that could prove the answer for thousands of soldiers returning from combat with missing limbs—veterans for whom standard attachments for artificial limbs are not an option.



Navillum—a startup led by three U researchers and a trio of MBA students from the David Eccles School of Business—won the 2012 People’s Choice Award at the National Clean Energy Business Plan competition conducted by the U.S. Department of Energy.

Officials from the U negotiated the researchers’ licensing agreement with global medical device developer DJO Surgical. That partnership, along with grants the university is helping locate, will fund continued research and development of the implant. The Food and Drug Administration also has given its go-ahead for an implant feasibility study.

Meanwhile, in June, Navillum—a startup led by three U researchers and a trio

of MBA students from the David Eccles School of Business—won the 2012 People’s Choice Award at the National Clean Energy Business Plan competition conducted by the U.S. Department of Energy. The company’s foundation is built on semiconductor nanocrystal production research by U chemistry post-doctoral fellow Jacqueline Siy-Ronquillo.

Ronquillo and her team’s pursuit of more efficient techniques to produce the nanocrystals has application to products ranging from improved color on computer monitors to more efficient solar panels and better lighting systems.



Catheter Connections’ DualCap device won the Utah Innovations Award for Medical Devices in 2010.

INCUBATING SUCCESS

In May 2010, the David Eccles School of Business launched The Foundry, another offering of the Lasonde Center, dedicated to the seemingly brazen idea that first-time startups need not be destined for doom.

A little more than two years later, the collaborative crucible for student entrepreneurs and savvy business people has gained renown for its success in

Programs like The Foundry have the David Eccles School of Business climbing national rankings of entrepreneur-driven education

launching new businesses from campus-born dreams incubated by seasoned, experienced mentors.

Entrepreneur magazine and *The Princeton Review* have taken notice; they recently ranked the school No. 17 on their Top 25 list for best undergraduate entrepreneurial offerings in the nation, and the MBA program is ranked No. 15—the first time both the graduate and undergraduate programs have been ranked the same year. Credit goes largely to programs like The Foundry.

“You cannot stress enough how prestigious this honor is for us,” said Dean Taylor Randall. “It recognizes our experience-based programs and curriculum aimed at helping students understand not only how an enterprise operates, but to create their own businesses. That’s the point of The Foundry—to create entrepreneurs

and business leaders for life.”

In the past two years, 193 fledgling entrepreneurs—drawn from campuses including not only the University of Utah, but Utah State, Brigham Young and Utah Valley universities—have gone through The Foundry’s 15-week “cohort” programs, generating more than 60 business proposals. Of those, 47 were deemed good fits for product and market potential and were assisted in filing articles of incorporation. Those companies have generated nearly \$3 million in revenues, attracted nearly \$3.2 million in external funding and

idea to install iPads in hotel lobbies as “digital concierges.” Today, Sandy, Utah-based Armor Active offers iPad kiosks and other tablet computing stations that serve as point-of-sale systems for such big name firms as Amazon, Virgin, ING, BMW and Estee Lauder, to name a few.

The Foundry’s companies run the gamut from such technology startups as Novobi—a small-business marketing, payment, tax, and social-networking integration software company founded by David Eccles School of Business MBA graduate Ha Pham—to Heaven

“We aim to produce ‘battle-ready’ innovators, entrepreneurs who come out knowing how to really run a business and equipped to anticipate challenges before launching their personal enterprises.”

— William Schulze, Chair of the Management Department

created 72 full-time and part-time jobs. Startups launched through the Foundry range from small, single-owner businesses to those seeking investment capital to grow into significant regional employers. Restaurants, high-tech firms, niche product developers and manufacturers, and a variety of other enterprises owe their existence to The Foundry.

Recent launches have included Armor Active, which was born of then-MBA student Scott Paul’s

Cupcake, an online dessert company founded by business school graduate Erik Larsen that recently was featured on the Food Network’s *Cupcake Wars* program.

William Schulze, chair of the school’s Management Department, emphasizes that, along with being a cutting-edge “business accelerator educational program,” The Foundry is dedicated to nurturing regional economic growth.

“We aim to produce ‘battle ready’ innovators, entrepreneurs who come out knowing how to really run a business and equipped to anticipate challenges before launching their personal enterprises,” Schulze says. **EE**

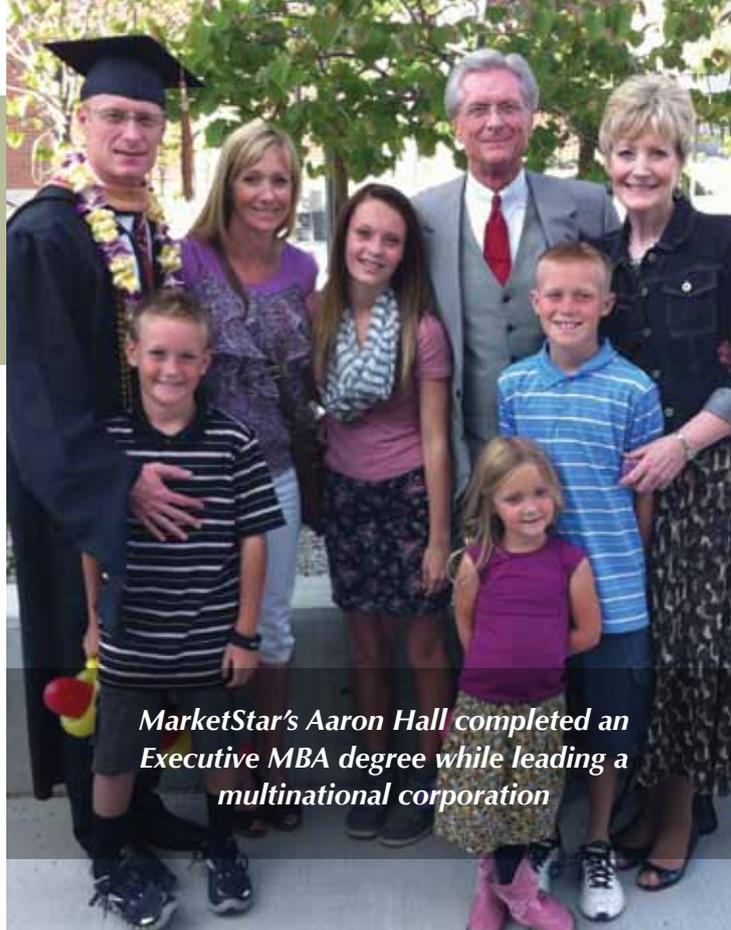


Aaron Hall, the longtime Chief Operating Officer of MarketStar, insists that complacency and success are mutually exclusive when it comes to keeping his thriving multinational sales and marketing solutions leader at the top of its game.

The same is true for savvy corporate executives. That is why Hall says he chose to pursue an Executive Masters of Business Administration (EMBA) degree at the David Eccles School of Business. In May 2012, the 41-year-old graduated from the 21-month program.

“This has been on my bucket list for many years,” says Hall, an Ogden native and father of four with his wife, Kim. “I needed a more varied, complete view not only of our business but other industries with parallel challenges, concerns and solutions to the types of outcomes we want to drive at MarketStar.”

The EMBA program “has made me a more well-rounded leader and strategic thinker in terms of managing our business,” Hall adds, noting that the program’s flexibility in offering an alternating Friday and Saturday class schedule allowed him to continue overseeing the 5,000-employee MarketStar’s far-flung, worldwide operations. The school’s EMBA program, too, has gained global renown.



MarketStar’s Aaron Hall completed an Executive MBA degree while leading a multinational corporation

EXECUTIVE CLASS

In addition to ranking No. 1 in Utah and No. 4 in the West, the school’s EMBA offering recently landed at No. 25 nationally in the biennial *Bloomberg Businessweek* rankings. *The Financial Times*, meanwhile, listed the program No. 88 in the world on its exclusive EMBA list for 2011.

The Bloomberg Businessweek grade was based on surveys of EMBA graduates and program directors. *The Financial Times*, which includes only schools which meet stringent international academic and operational standards, bases its rankings on campus and program alumni surveys.

But Hall, an avid cyclist and Iron Man athlete who knows something about self-motivation, says he doesn’t need to review such coveted

recognitions to know the educational option he chose was the best for him.

“The quality level of the professors they have engaged at the David Eccles School of Business, both academically and in the market, is very solid,” he says. “The curriculum they wrap around that makes for a very successful Executive MBA program. They work to create a learning environment around teams, and that is incredibly important in the real world.”

Hall, who has been with MarketStar, a wholly owned subsidiary of Omnicom Group, for 20 years—the past seven of those as COO—knows how key being able to adjust to client needs on the fly is to a corporation intent on keeping its edge in evolving global

markets. Those same qualities are evident in the David Eccles School EMBA program, he says.

“The staff and support services make the experience painless in terms of logistics; in that, the EMBA program is second to none. They have built a structure that makes it easy for busy executives to get involved in continuing their education,” Hall says.

Brad Vierig, Associate Dean of Executive Education at the David Eccles School of Business, says that “academic flexibility is at the heart of the EMBA program’s goal of giving its graduates a competitive advantage through the education they receive and the connections they develop at the school.”

“They have built a structure that makes it easy for busy executives to get involved in continuing their education.”

— Aaron Hall, MarketStar COO

The program’s foundation is its “world-class faculty,” Vierig adds, noting that the EMBA’s professorial corps, holders of PhDs from the world’s most prestigious institutions of higher learning, itself was ranked No. 26 by *Financial Times*. **EE**

New professor Jay Barney brings an impressive record and unique teaching style to Utah

WINNING STRATEGY

The David Eccles School of Business made a winning addition this fall with the arrival of Jay Barney, one of the country's leading experts on strategy and strategic management. Barney joined the school as a Presidential Professor of Strategic Management and as Lassonde Chair of Social Entrepreneurship after spending the past 18 years at Ohio State University.

"Jay's hiring further reinforces the reputation of the David Eccles School of Business as being a home for strategic innovators," said Taylor Randall, the school's dean. "He is one of the top five management strategists in the world, and he brings with him a unique ability to do research that influences industry."

Barney is among the most-cited strategic management scholars in the world. He has published more than 100 articles in a variety of journals—including *Management Science*, *Sloan Management Review*, and the *Harvard Business Review*—has published six books, and delivered scholarly papers at more than 70 universities around the globe. Barney has also been given honorary doctorate degrees from Sweden's Lund University in 1997, Denmark's Copenhagen Business School in 2008 and Spain's Universidad Pontificia Comillas in Madrid in 2011.

Most recently, Barney published his sixth book, a novel entitled *What I Didn't Learn in Business School: How Strategy Works in the Real World*, which he uses



in some of his MBA and Ph.D. classes. Barney says one of his goals as an educator is ensuring his students know the "real world" of business. When he's successful, he says, it benefits both the students and the businesses that rely on the school to supply smart, savvy additions to their workforce.

"I've always said that a business school has one customer and two products," Barney said. "Our customer is the business community. And our products are, first, our students—undergraduates and MBA students. The other half is, we have to be thought leaders. We have to be able to work with organizations and we have to challenge those companies with our ideas and research findings, and be accessible to them."

Besides teaching in the school's

"He is one of the top five management strategists in the world, and he brings with him a unique ability to do research that influences industry." — Dean Taylor Randall

Executive MBA and Professional MBA programs, Barney has also been named the Lassonde Chair of Social Entrepreneurship. He will lead the innovative new program housed in the school's Pierre Lassonde Entrepreneur Center that provides students unique work experiences in impoverished countries around the world. While at Ohio State University, he took numerous groups of students to Bolivia and rural Peru, where they identified small businesses or non-profit organizations that might benefit from their expertise. He will expand this work as the Lassonde Chair of Social Entrepreneurship.

"I got very interested in the possibility that you could actually bring the principals of business and economics to questions of how to alleviate abject poverty," Barney said.

In addition to his work on campus, Barney acts as a consultant, implementing large-scale organizational change and strategic analysis for organizations ranging from Hewlett-Packard and Texas Instruments to Arco and Koch Industries Inc. **EE**



From Coal Mining Camp to Career Success

Jessie Montez credits his David Eccles School of Business education for making his dreams come true

It was a long journey for Jessie Montez from his childhood in a central Utah coal mining camp to his recognition as 2012's Distinguished Scholarship Donor by the University of Utah's David Eccles School of Business.

Montez, who earned his Bachelor of Science in Accounting in 1976, treasures those hardscrabble beginnings in Carbon County, and the values of hard work, devotion to family and following a dream.

"We lived in a mining camp for a time before moving to Helper, Utah. My dad was a miner. It was a diverse place for Utah at that time, the 1960s and '70s—lots of Latin Americans, mostly Mexican. Lots of Eastern Europeans, Italians, Sicilians, and predominantly Catholic," Montez, now 60, recalls with a laugh. "I never knew I was supposed to be a 'minority.'"

While proud of his father's unyielding work ethic, Montez knew coal mining wasn't for him. He briefly considered studying mining engineering, but decided instead to commit to his dream of working as an accountant. Upon graduation, Montez found himself quickly hired by the Arthur Young firm, now Ernst & Young LLP.

"I give my education at the college 100 percent of the credit for that," he says. "Getting that accounting degree was a major asset, a stepping stone directly into a respected accounting firm."

He worked for Arthur Young for nearly nine years, using his unique mining background and multilingual abilities—fluency in Spanish and Portuguese, as well as English—to full advantage. He first worked in San Francisco, then Caracas, Venezuela. In 1985, he went to work for Halliburton's oil and energy operations, his knowledge of geology and the minerals industry once again melding with his accounting skills.

After nearly 24 years with Halliburton, Montez capped his career with a 13-month stint as Director of International Business Solutions for MFR, a certified public accounting and advisory firm. He retired in June 2010, and today works occasionally as an independent financial consultant around Houston, Texas.

It was while Montez was with Halliburton in France in 1993 that he launched a scholarship fund within the David Eccles School of Business's

Opportunity Scholars program for promising but financially challenged students. The Jessie T. and Nancy Montez-Halliburton Company Scholarship, comprised of Montez's donations and matching contributions from Halliburton, became an established endowment in 1995. "I wanted to give back, and Halliburton was offering a two-to-one match," Montez says. "We've given out a scholarship every year since, while continuing to build the endowment."

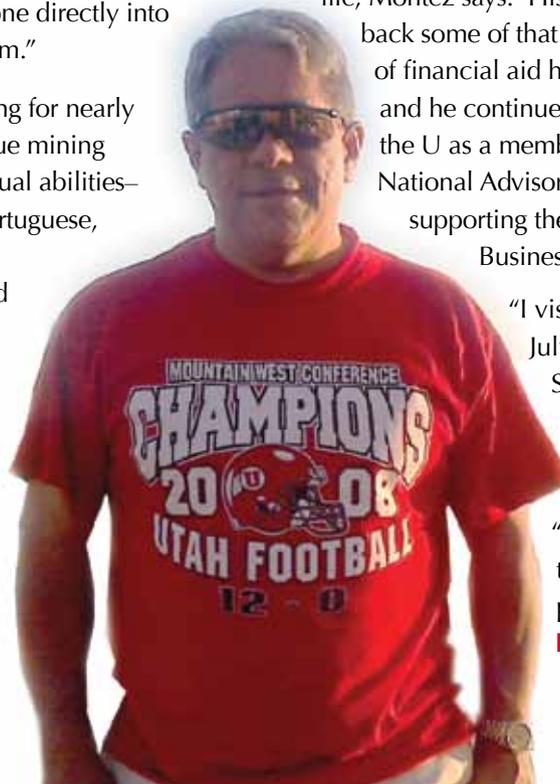
His professional success and the children he's raised with his wife, Nancy, have given him a blessed

life, Montez says. His commitment to pay back some of that happiness in the form of financial aid has never been stronger, and he continues to be involved with the U as a member of the university's National Advisory Council, in addition to supporting the David Eccles School of Business.

"I visited the campus this July. The David Eccles School of Business and its new building provide an incredible learning environment," he says. "I see where they are today, and it makes me proud to be a graduate."

EE

"The David Eccles School of Business and its new building provide an incredible learning environment. I see where they are today, and it makes me proud to be a graduate."



OVERCOMING obstacles



JILL BRIGGS WAS ONE OF HUNDREDS OF WOMEN WHO PARTICIPATED IN THE TRIUTAH WOMEN OF STEEL TRIATHLON IN MAY OF 2012. LIKE MANY THERE, IT WAS HER FIRST TRIATHLON.

Briggs' months of preparation paid off as she finished strong in her age division, successfully completing the 300-meter swim, 12.75-mile bike ride and 2.9-mile run. As they finished, her co-participants couldn't have known that the woman they were competing alongside was coming off her second brain surgery in four years, the latter of which left her left side paralyzed.

A look into Briggs' past indicates her determined spirit was present from a young age.

"I'd always been really into numbers and my mother hated anything involving them, so I ended up doing all of the bookkeeping and bills at her boutique gift shop," Briggs says of what sparked her eventual career path.

That experience, along with a similar stint at her grandfather's trucking dealership, led Briggs to enroll at the David Eccles School

of Business, where she received an Honors bachelor's accounting degree in 1995, making her the first in her extended family to graduate from college.

A Master of Accountancy followed before she landed a job with Coopers & Lybrand, which eventually merged with Price Waterhouse to become PwC. Briggs has now spent 16 years with PwC, where she quickly ascended the company ladder. She attributes her longevity to "being challenged every day, and the opportunity it affords me to stay connected with the U." Briggs currently serves as Tax Director at the Salt Lake City office of the Big 4 international public accounting firm.

Briggs' idyllic life took an unforeseen turn in August 2008, when she was notified of a grapefruit-sized tumor in her brain. Post-surgery, Briggs had to regain executive skills such as time management, multitasking,

and deductive reasoning. She even had to relearn long division and fractions. Three years later, the tumor returned, forcing Briggs to undergo another surgery, which left her with a much more severe aftereffect—partial paralysis of the left side of her body. Intensive physical therapy fueled by Briggs' unrelenting optimism helped her eventually regain muscle control.

Honored as one of the "30 Women to Watch" by *Utah Business* in 2009, and a recipient of the prestigious Woman of Courage Award from the American Woman's Society of Certified Public Accountants, Briggs' inspirational story has not gone unrecognized. But all this attention is not what Briggs values. The real honor for her is to be a role model for women, students, and all those who have experienced and overcome a significant trial. She considers it a blessing to have celebrated

her 15-year anniversary with her husband, and to be able to raise her two boys.

As the new University of Utah Business Alumni Association Chair starting in the fall of 2012, Briggs will further her involvement with her alma mater, where she already leads recruiting activities for PwC and previously served as the vice-chair of the alumni board. "They came to visit me at the hospital, brought dinners to my home, sent me letters and gifts. The dean even wrote me a personal letter saying 'we miss you.' That outpouring of love and service was just amazing to me."

At the triathlon in May, Briggs was nominated for the 2012 Woman of Steel, an award honoring women who use physical fitness to overcome life's obstacles. It was another honor in a decorated life, the capstone to a long and arduous journey back to normalcy. **EE**

Alumni on the Move

80s

Kevin Yeanopolus
(Class of '83) was tapped as the new chair for the Arizona Board of Appraisal.

Dave Crowder
(Class of '89) has joined GSV Asset Management as a partner.



Candace Hutton
(Class of '99) has recently joined Doral Financial Corporation in San Juan, Puerto Rico, as the VP of Financial Reporting & Compliance.



Tyrell Wall
(Class of '09) earned his MBA in May from Arizona State University.

Joshua Rios
(Class of '12) was hired as a full-time accountant at DMS.

10s

90s



LeAna Robison
(Class of '90) is chair of the March of Dimes, Utah Chapter.

John Boyd
(Class of '97) has published a book called *The Illustrated Guide to SMART Living*.

Devin Thorpe
(Class of '99) has written a book called *Your Mark on the World: Stories of Service That Show Us How to Give More with a Purpose Without Giving Up What's Most Important*.

00s

Mohammed Ghalayini
(Class of '01) has started his own business, Ovahi, which addresses the growing market needs for mobile business solutions.

Chad Anselmo
(Class of '02) was hired by Meritus as the VP of Finance overseeing all accounting, finance and strategy for the company.



Robert Bell
(Class of '12) started a new job at the University of Utah's Energy Commercialization Center.

JJ Oliver
(MBA Class of '12) has been named an industry leader for the Digital Analytics Association and spoke at their conference in October.

David Curtiss
(Class of '05) has been appointed Executive Director of the American Association of Petroleum Geologists.

Sean Wilson
(MBA Class of '12) has helped launch a new product line at Hammerton.

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ALUMNI CLUBS:

Where are they?

Get involved with an alumni club near you.

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Denver
Cincinnati

Interested in an affinity club?

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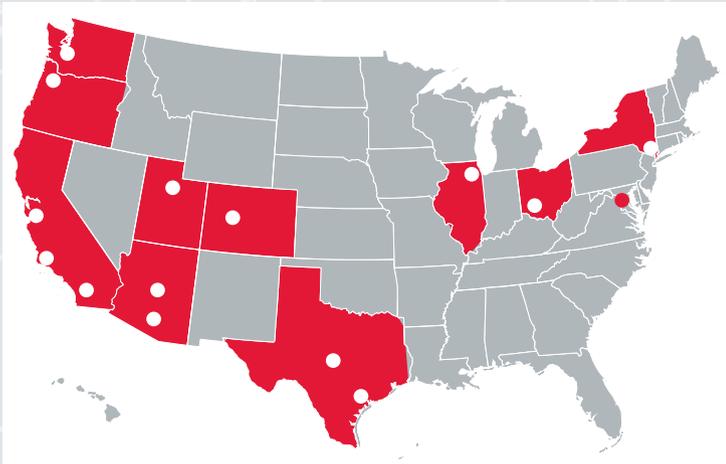
Pierre Lassonde Entrepreneur Center
Masters of Real Estate Development

Soon-to-Come Affinity Clubs:

School of Accounting
Women's Alumni Network

Soon-to-Come Alumni Clubs:

Las Vegas
Portland



ECCLES INFLUENCE

While the Eccles name is familiar throughout the Intermountain West, David Eccles himself – the self-made man who rose from poverty to be a leading industrialist of the West – is less well known to many. The David Eccles School of Business honors the remarkable achievements and accomplishments of its namesake, who was a vital figure in the economic growth of Utah and the Pacific Northwest in the late 1800s. The school's naming also recognizes the generous \$15 million endowment fund established in 1991 in David Eccles' honor by his last surviving child, Emma Eccles Jones, to honor her father and benefit the school.

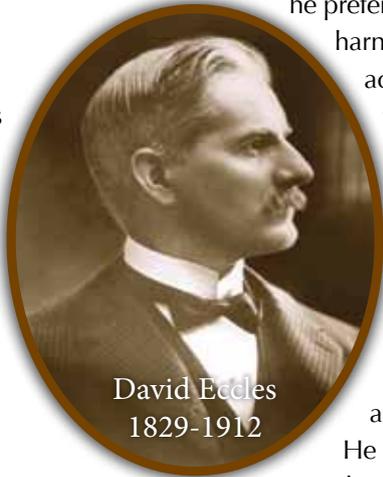
To understand the significance of Eccles' business career, one need look no further than what he had already achieved when he died from a heart attack in 1912 at age 63. He was at the height of his career, owning property in seven states and Canada, serving as president of 18 industrial corporations and seven banks, and holding stock in 76 other corporations and banking entities. Between 1873 and 1912, Eccles and his partners had founded 56 companies. When his estate was settled more than two years after his passing, it was valued

at more than \$6 million – a profound accomplishment for an individual from impoverished beginnings in Scotland.

Eccles' parents immigrated with their children to Logan, Utah, in 1863, when he was just 14 years of age. In search of prosperity, they instead found the West still undeveloped with few opportunities to offer. As his father, a woodworker by trade, faced limited prospects due to failing eyesight, David took on the responsibility of providing financial support to his family. This early work ethic – combined with his ambition to succeed – proved to be keys to his future.

According to biographer Leonard J. Arrington in his book *David Eccles – Pioneer Western Industrialist*, Eccles exemplified the strong work ethic and ambition that marked early 20th century America. It's told that he worked more than a month of 10-hour days, taking none off for rest, before a foreman forced him to stop. He had a vision of what he wanted – prosperity

– and he was committed to see it through. When urged by friends to slow down, he said he preferred to “die in harness.” By his own account, in 1904 he traveled more than 44,000 miles in various business capacities. Eccles' ability to maximize opportunities also led to success.



David Eccles
1829-1912

He capitalized on the construction boom between Utah and Oregon, building sawmills and construction companies to provide the lumber for railroad lines, businesses and homes. Investing with others to foster the success of their businesses as well, Eccles developed a diversified portfolio that included major financial interest in industries that included not only lumber, construction, railways and banking, but also sugar, land and livestock, coal, electric power and more. It's said he admonished his sons that “the success of a business, not making money, should always be the first priority.” Among those sons would be those who went on to found or lead successful businesses themselves such as First Security (now Wells Fargo), Utah Construction and Amalgamated Sugar.

As he prospered, Eccles gave freely to social and cultural causes, prompting a colleague to note that “his love for his fellow man was evidenced in the splendid manner in which he came to the rescue of friends whenever he learned of their financial distress.” He left a legacy of philanthropy that continues today to benefit the people of Utah through the generosity of his grandchildren and their numerous charitable foundations.

While 2012 marks 100 years since David Eccles' passing, his legacy of hard work, ambition and innovation continue to inspire tomorrow's leaders at the business school that bears his name. Like many entrepreneurs today, he used his inherent talent for innovation to discover new and more efficient ways to operate his companies, reward stockholders and invest in the economic climate of the West. Just as Eccles had high expectations for himself, his family and his business associates, his legacy continues to inspire the David Eccles School of Business to provide students, faculty, staff, alumni and friends with opportunities to enrich their lives and communities through experiential learning and innovative exploration of ideas and opportunities. **EE**

TODAY'S BUSINESS LEADERS LEND INSIGHT TO THE NEXT GENERATION OF LEADERS

ALFONZO ALEXANDER

President at NASBA Center for Public Trust

SAM ALEXANDER (MBA '07)

CMO at PMD Personal Microderm

NOLAN ARCHIBALD

Executive Chairman of the Board at Stanley Black & Decker, Inc.

JEFF BALAGNA

COO at Teleperformance

NOLAN BUSHNELL (BS '69)

Serial Entrepreneur, Founder of Atari and Chuck E. Cheese's Pizza

SHAWN BUTLER

Director of Social Marketing at ThomasArts

CHRIS CARLSTON

Digital Director at Saxton Home Advertising Agency

MATT CONNORS

(BS '02, MBA '04) Business Valuation Practice Leader at Rocky Mountain Advisory

STEVE COWLEY (BS '86)

Chief Investment Officer at One Capital Management

DEAL DALY

Senior Director of Web Operations at Ancestry.com

JEFF DAVIS (BS & BA '86)

CEO at Orabrush

CARSON DICKSON (BA '99)

High Yield Credit Analyst at T. Rowe Price

At the David Eccles School of Business, we take pride in providing our students access to business leaders who give insight into the real world of business. Look who's been on campus the past few months.

MIKE DOWSE

General Manager of the Americas at AmerSports

GOVERNOR ELIZABETH DUKE

Member, Board of Governors of the Federal Reserve

REBECCA FILES

Professor at the University of Texas Dallas

RYAN GORLEY (BS '05, MBA '11)

CEO at G86 Studio

CHAD HARDING (BS '97)

Director at Barclays

MIKE HERRING

Vice President of Operations at Adobe

MARK HYLAND

CEO at Daily Bread

BRENT JOHNSON (MBA '96)

Vice President of Supply Chain at Intermountain HealthCare

JUSTIN JORY

Mergers & Acquisitions at Leucadia National Corporation

TODD JULIEN

President at PurePPC.com

RICH JUTKINS (BS '88)

President at Stampin' Up

GREG KENNEDY (BS '87)

Vice President of Customer Service at Delta Airlines

KYLE POWER

Director of Interactive Marketing at CHG Healthcare

SARAH RICE

Professor at University of Connecticut

RAFAEL ROGO

Professor at University of British Columbia

RICK SKIDMORE

Vice-President & Business Unit Manager of Global Research Management at Goldman Sachs

RYAN SMITH

CEO at Qualtrics

WILL SPENDLOVE (MBA '00)

Director of Product Marketing at Salesforce.com

TIM SULLIVAN

CEO at Ancestry.com

MATTHEW SWEENEY (BS '06)

Financial Representative at NorthWestern Mutual

JILL TAYLOR (BS '93)

President at KeyBank Utah

LINWOOD THOMPSON (BS '79)

Former Senior VP and Managing Director at Marcus & Millichap Real Estate

GHENNIPHER WEEKS

President at Applied Connectioneering

NEIL WOODGER

Head of US Operations Change Management at Royal Bank of Scotland



Shawn Nelson



Nolan Archibald



Greg Kennedy



Sarah Merz DeVoll

MorganStanley SmithBarney Robert H. Rose
University of Utah Business Open



Were **U** There?

PHOTOS FROM ALUMNI EVENTS



Salt Lake Alumni Social at
the Utah Museum of Fine
Arts Speed Exhibit



Accounting Alumni Social



University
of Utah
reunion
in Regensburg,
Germany





Red Hot BBQ



University of Utah Business Alumni Association welcomes students back to campus



Real Estate Alumni Social

61st Annual Scholarship Luncheon



Hall of Fame Induction of James Lee Sorenson



Spencer Fox Eccles Business Building Dedication



2012 Dean's Executive Chef Showcase





**David Eccles
School of Business**
THE UNIVERSITY OF UTAH

1655 E. Campus Center Drive
Salt Lake City, UT 84112

IN MEMORIAM

ALONZO BLAINE HUNTSMAN, JR.



ALONZO BLAINE HUNTSMAN, JR., former dean of what is now the David Eccles School of Business, died November 8 after battling pancreatic cancer. “Blaine Huntsman

embodied all that we strive to be at the David Eccles School of Business,” said Dean Taylor Randall. “He was a rigorous academic, an entrepreneur, and a philanthropist, and a devoted father and husband as well. He was a man we’re proud to be associated with now and forever, and a fine example for our students.” Huntsman first came to the U on a basketball scholarship before switching to a Navy ROTC scholarship that would eventually take him around the world before returning stateside to earn his Ph.D. at the University of Pennsylvania’s Wharton School in 1967. Shortly thereafter, he became a full professor at the U’s College

of Business before ascending to the dean’s role in 1975, at just 39 years old. At the same time, he and his brother Jon built Huntsman Container Corporation into a thriving business. After his time as dean ended in 1980, Huntsman became one of the largest developers in Park City, where he helped Robert Redford establish the Sundance Film Festival and helped preserve the old Miners Hospital that still stands today. Later in life, the lifelong fisherman and hunter dedicated himself to preserving wildlife habitat in his beloved Teton Valley in Idaho. He will be missed by all of the University of Utah community.

**UPCOMING
EVENTS**

January

Dallas Alumni Club Event
Women’s Alumni Club Event

February

Ogden Alumni Club Event

March

Week on Wall Street/New York Alumni Event
MBA Study Trip to Bay Area

Phoenix Alumni Club Event
Bay Area Alumni Event

June

Chicago Alumni Club Event

August

Business Open Golf Tournament