

# FOCUS



UNIVERSITY OF WYOMING  
COLLEGE OF BUSINESS

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*The college's primary vehicle for communicating with alumni and friends is through FOCUS, our quarterly electronic newsletter. To subscribe, send an e-mail to [cobfocus@uwyo.edu](mailto:cobfocus@uwyo.edu), or link to FOCUS through the college's home page: [www.uwyo.edu/business](http://www.uwyo.edu/business).*

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## MESSAGE FROM THE DEAN

### CHANGE IS GOOD

Early in my career I realized that change in the workplace is inevitable so you might as well embrace it and look for opportunities to grow and benefit from it. New ways of doing and seeing things inevitably adds to our body of knowledge and makes us better able to contribute to the overall success of the organization.

In fact, often times change becomes necessary in order for an organization to reach new heights. I can recall a number of examples during my career in industry where a change (or changes) brought a whole new perspective and allowed us to achieve results we didn't even realize were possible.

Let's face it, we're all human and sometimes we need a good shakeup to get reinvigorated or to "think outside the box". Otherwise, it's easy to fall into a comfortable pattern of doing things the same way, at the same time, with the same people.

At the College of Business, we've experienced many changes over the last few years, including:

- The construction of a state-of-the-art educational facility



- The creation of the Peter M. and Paula Green Johnson Career Center
- An innovative naming-rights plan for the new building
- A new PhD program in Marketing, with an emphasis on Sustainable Business Practices
- A new ethics/principled-leadership program which has taken root nationally



- The launching of the Wyoming Business Hall of Fame
- The creation of an MBA program with an energy emphasis

For the most part, these were the major goals we identified when I first became dean of the college. Frankly, it feels good knowing we've accomplished a great deal in a relatively short period of time. However, "feeling good" can sometimes be your worst enemy, particularly if it leads to complacency. In other words, being satisfied with a job well done occasionally makes you a little less hungry.

When I hear people say Wyoming's business school is the best it has ever been. I thank them, but inside I'm secretly thinking, yes, but is it as good as it can be? The answer is, no way—it's now time to kick it into second gear.

As I mentioned earlier, sometimes a new perspective is needed if an organization is going to reach new heights. To that end, after all the college's recent changes, this is the ideal time to experience an external evaluation of where the college is and where it needs to go. Furthermore, this critical audit needs to be conducted by a world-renowned educator with experiences from some of the globe's finest institutions of high-learning.

Well, as fate would have it, we now have that opportunity. On July 1st, 2013, Dr. Robert Sternberg officially became the 24th president of the University of Wyoming. As many of you already know, President Sternberg was most recently the provost at Oklahoma State



University. According to his bio, he's also served as the Dean of Arts and Sciences at Tufts University, IBM Professor of Psychology and Education at Yale University, and the President of the American Psychological Association. Additionally, he is a member of the editorial boards of numerous journals, including *American Psychologist*. His educational pedigree includes a BA from Yale University and a PhD from Stanford University.

While obviously we are excited to learn more about President Sternberg's vision for the University of Wyoming, we're equally eager to get his insights on the College of Business and how we can continue to pursue excellence in business education in Wyoming and beyond.

Welcome aboard, President Sternberg. We look forward to working with you in the coming years to make the University of Wyoming one of the premiere land-grant universities in the country. Go Pokes!



# FOCUS ON DEVELOPMENT

## THE MARION H. ROCHELLE GATEWAY CENTER CREATES ATMOSPHERE FOR SUCCESS

How do we ensure that our College of Business graduates have a shot at the best jobs with the best companies? One way is by ensuring that the best companies recruit on our campus. To do that, UW has to convince them of the quality of our graduates and of our school. The Marian H. Rochelle Gateway Center is one giant step in that direction.

Located on the corner of 22nd and Grand Avenue near War Memorial Stadium, the 60,000-plus-square-foot Rochelle Gateway Center will be a multi-use location with an advanced technological infrastructure, small and large meeting rooms, and public and social event spaces. Our graduates will interview with prospective employers in technology-enhanced professional business suites, instead of repurposed dorm rooms.

"We are thrilled to have a modern and professional interview space for these important career conversations between students and the national, regional, and Wyoming employers recruiting our graduates," says Jo Chytka, Director of both the Johnson Career Center and the UW Center for Career Services. "This building will also provide a wonderful space to showcase to prospective students and their

families the number and quality of employers that hire UW students."

"The University of Wyoming Alumni Association is honored to be invited as a partner in the Marian H. Rochelle Gateway Center," says Keener Fry, Executive Director of the UW Alumni Association. "The collaboration with Admissions and the Center for Advising and Career Services in this location will help us more effectively meet the career support expectations of our alumni."

In addition to corporate interviewing and recruiting, the Rochelle Gateway Center will be a place for prospective students and families to enter the university, for gatherings of current students, for alumni to arrive and celebrate the history and traditions of their alma mater, for friends to participate in the university's programs.

"The Rochelle Gateway Center is going to provide the perfect welcoming location for prospective students, their families, and our alumni and for UW students to meet with prospective employers," says Sara Axelson, UW Vice President for Student Affairs. "The entire UW community will benefit by utiliz-

ing the space and showcasing their efforts in this ideal location."

With its wide-open welcoming aesthetics and surrounded by a dramatic three-story wall of windows, the McMurry Family Grand Atrium will proudly welcome visitors. Off the atrium, the McMurry Family UW Legacy Hall will tell the university's story—the impact of UW on Wyoming, the renowned alumni and friends who have supported UW, and the noteworthy traditions of the institution—through museum-quality space and dynamic and flexible visuals. Within these spaces, the impact of Wyoming's energy industry in advancing Wyoming and UW will also be celebrated in a permanent exhibition.

The project is a partnership among the university's Foundation, Alumni Association, Center for Advising and Career Services, and Admissions and will contain office and collaborative space for these units as they support and promote the university.

The Marian H. Rochelle Gateway Center is funded completely through private support—including historical gifts from philanthropists Marian Rochelle (\$10 million) and Mick and





Susie McMurry (\$6 million)—as well as support from the UW Foundation reserve dollars.

“It is rewarding to work with visionary leaders, individuals such as the UW Foundation Board who truly have a vision for the creation of the university front door that will also be a home for all members of the UW family,” says UW Foundation President Ben Blalock. “This vision has been remarkably supported by generous contributors—Marian Rochelle and Mick and Susie McMurry have made historic

leadership gifts to ensure that this vision will become a reality.”

Plans for the Gateway Center project began in 2008 and are featured prominently in the university’s long range development plan. The center is being designed by Cheyenne-based Pappas & Pappas Architects, P.C., and DLR Group, an integrated design firm with offices across the United States. The national branding firm Advent, LLC—whose high-profile projects include University of Southern Cali-

fornia, University of Texas, and Texas Tech—will design exhibit and museum spaces in the center. The construction manager at risk is Wyoming- and Colorado-based Haselden Construction.

Construction is scheduled to begin in late spring/early summer 2013, with the facility planned to open in the fall of 2014. To learn more about the Gateway Center and to see renderings and a construction cam of the building, go to [www.uwyo.edu/gatewaycenter](http://www.uwyo.edu/gatewaycenter).



# FOCUS ON SERVICE

Mike Nolan was born and raised in Rapid City, South Dakota. He graduated from the University of Wyoming with a B.S. in Biological Sciences/Secondary Education in 1989 and is a 2006 graduate of the inaugural Online MBA class. Today, he lives in Alamo, California with his wife, Jennifer; his fourteen-year old daughter, Erika; and his eleven-year old son, Derek. He married his first crush, who he first met in Mrs. Nelson's first-grade class and met, again, twenty-three years later when he was moving to Seattle to begin a new role as part of his career development. Mike reflects, with appreciation, on the path he's taken and is inspired to help others.

When Mike was a junior at the University of Wyoming, he knew he wanted to pursue a career in biotechnology or medical devices and set a specific goal of joining Abbott Laboratories' Diagnostics Division. When asked how he went about it, Mike shared, "I knew I wanted a career in this industry, but needed to figure out where I could contribute and how I could make it happen. I set out to learn and contacted everyone I knew that was somehow involved in the industry. I sent away for annual reports from about 50 different biotechnology and medical device companies, traveled with local sales representatives, and toured hospitals and clinical laboratories. In those days, there was no Internet and it took meeting in-person, making phone calls, and sending letters. I did my research and, in that process, I learned about the field of clinical diagnostics and how Abbott was leading the way. I also learned about their development program and envisioned how I could contribute and learn if I could get accepted." It worked out for Mike and nearly 25 years later, he looks back on the experience with gratitude for his opportunities, colleagues, and mentors; and enthusiasm for what today's students and recent college graduates can achieve.



*Mike Nolan*

Mike spent eight years with Abbott, where he was promoted six times to hold domestic and global positions in sales, sales management, marketing, marketing management, and business development while living and working in five different locations. "I learned so much and felt like we were really advancing the quality of medicine and patient care," Nolan said. This pursuit has been a consistent theme throughout his career and continues to inspire him today.

Nolan also spent eight years with another industry giant, Roche Diagnostics, where he led the U.S. commercial organization for the company's molecular diagnostics division before going on to lead its global blood screening business. At Roche, he and his team helped transform the way acute care is practiced by delivering molecular methods that replaced slower, traditional methods that were traditionally being used in patient care. To establish the models that would support the adoption necessary to become transformative in healthcare, he led a team to form strategic partnerships with 35 leading institu-

tions and an industry-leading consortium, the Molecular Centers of Excellence, which is preparing to celebrate its twelfth anniversary. When asked about the experience, Nolan said, "Most of the molecular methods we championed have become mainstream and standard of care, so it is rewarding to think about how many patients have benefitted."

Nolan recognizes that he has also been fortunate to pursue his vision as a senior leader at Luminex Corporation and now Life Technologies Corporation. "The next revolution in patient care will be based on the increasing ability to reliably sequence the human genome – 3 billion chemical base pairs – in just a few hours. We're making great progress and Life Technologies is one of just a handful of companies with the technology to do it. From a business standpoint, it is a similar market adoption and industry transformation model to what we employed at Roche with prior generations of technology – and this time it will be even bigger. We're helping discover better ways to characterize and treat complex diseases and, while it is challenging, it is certainly rewarding. The friendships I've formed in this industry continue to prosper and grow. It helps that we share a common vision and a commitment to improving patient care."

For Nolan, it seems like only yesterday when he was a student at the University of Wyoming. "My work as a member of the College of Business Advisory Board (CoBAB) provides an avenue for me to help others. I remember how it felt to be looking at life and the prospects of a career from the vantage point of an undergraduate. I am humbled to serve on the CoBAB with so many talented and compassionate leaders. We share a passion for helping others achieve educational, personal, and professional success. Similar to the friendships I've formed in my industry, I am now forming the same in pursuit of the College's objectives with students, faculty, members of the CoBAB, and the College of Business and University communities."



# FOCUS ON ALUMNI

University of Wyoming College of Business graduate Rick Reimann received a B.S. in accounting in 1982. Currently Rick resides in Casper, WY where he serves as the Managing Partner at Lenhart, Mason & Associates.

The College was honored at the chance to catch up with yet another outstanding College of Business graduate and see what has transpired since leaving UW.

## ***Update us on what you have been doing since graduating from the UW College of Business?***

Upon graduation in the spring of 1982, I went to work for Fox and Company, a large regional/national CPA firm in Casper. Hard times hit Casper and Wyoming in the early to mid-1980's and Fox closed their Casper office at the end of 1984. Gerald T. Stack, CPA, a UW alumnus, took over the practice, and I went to work for him, later becoming a partner in his firm in the late 1980's. In 2002, I came to work for Macy & Associates, now named Lenhart, Mason & Associates, and I serve currently as managing partner. I am married to Dorothy (since 1986), and have two children, Philip—a junior student at UW's School of Energy Resources, and Morgan, a senior at Natrona County High School.



*Rick Reimann*

## ***How has graduating from the UW College of Business helped you?***

Being a UW graduate has given me great opportunities in terms of networking with people around the state and nation. It has also allowed me to build relationships with the faculty, students, and UW College of Business leadership. In addition I've been able to recruit graduating students for our firm, as well as alumni returning to Wyoming. I'm proud to say all seven of our firm's partners are UW graduates.

## ***What is one of your most memorable experiences at UW?***

It's hard to name just one, but graduating and passing the CPA exam was the culmination of a great experience at UW. The faculty at the College of Business was very focused on helping accounting graduates succeed in passing the CPA exam, as I believe they still are. I also enjoyed UW athletics and cultural events greatly.

## ***What advice would you give current business students?***

Work hard at school, enjoy your college years, and be honest with yourself in terms of what kind of work you want to do. Your work should be your passion and fulfillment. Leverage your strengths. Prioritize family, community, and work.

## ***At this point in your career, what are your career goals?***

My career goals today are different than they were when I was younger. I want to make a marked difference in the lives of our partners and firm, our firm's staff, our clients and our profession. I want to have had a positive impact on the lives of all of these fine people that I care about.

## ***Anything else you would like to share with the fine people?***

I congratulate the UW College of Business on being a world-class institution, and one key part of UW as an institution overall. I challenge UW College of Business leadership and faculty to strive for excellence and new achievements always, and I know they will, with the help of our great State.



# FOCUS ON STUDENTS

## UW PHARMACY STUDENT AIMS TO INSPIRE OTHERS TO PURSUE DUAL PHARMACY/MBA DEGREES

**L**isa Ohnstad is the type of person to pay it forward.

Ohnstad, from Weston, an unincorporated community along the upper Little Powder River north of Gillette, is doing something no other University of Wyoming student has attempted: studying in the new dual pharmacy/MBA degree program.

The doctor of pharmacy/executive MBA candidate (class of 2015) has received several honors recognizing her accomplishments and leadership skills. Her achievements are remarkable, considering that she is balancing the rigors of both programs, a military career and spending time with her family.

She and her husband, Aaron, from Gillette and a 2005 UW graduate, have a son, Archer.

Her desire to stay in Wyoming and help others has driven Ohnstad to pursue degrees in both the health care and business professions.

“I am doing it so that I could, along with my husband, stay in the state we know and love,” she says. “I had always wanted to work in the health care industry and, when my husband was called to active duty, I felt it was the right time for me to return to college.”



*Lisa Ohnstad of Weston, working in a University of Wyoming laboratory, is doing something no other UW student is doing: studying in the dual pharmacy/MBA degree programs. (UW Photo)*

Ohnstad considered several health care programs, and pharmacy fit the things she wanted to personally accomplish.

“Pharmacy combined the insurance background that I had with my love of details and would allow me to live in Wyoming and contribute to the state’s health care,” Ohnstad adds.

While applying for pharmacy school, Ohnstad also applied to the MBA program, initially as

a backup plan. But in the back of her mind, she took it as a personal challenge to see if she could accomplish both programs.

“I already had my undergraduate degree, and I knew that I would need upper-division courses outside of the School of Pharmacy or health sciences. I saw this as an opportunity to do both while achieving both course requirements simultaneously,” she says. “After being



accepted into both programs, and with assistance from both departments, I was able to dual enroll. My recommendation to others is go to school for what you want to do, and can be engaged, energized and passionate about.”

Ohnstad is in the four-year, on-campus pharmacy program. She is enrolled in the online Executive MBA Program because the new five-year, on-campus dual program was not available when she began her dual degree courses.

For a nontraditional student returning to college with a family, the intensive course load (20 credit hours this past semester) and the external department requirements can be daunting.

”I highly recommend the five-year, on-campus dual program UW has launched,” Ohnstad says. “The MBA has opened doors for me that I never thought were possible; however, the four-year plan that I have been on has been intense.”

Since starting the pharmacy program two years ago, she has completed 83 credit hours.

“Being a dual student has its opportunities as well, bringing in new influences, contacts and opportunities, and has allowed me to consider options of working in management directly out of college,” she says. “In the current health care market, employers are actively seeking employees with a high level of health care experience and medical-based degree combined with a master’s degree in business.”

The dual degree program has provided Ohnstad with more opportunities with her phar-



*Lisa Ohnstad*

macy rotations. While on rotation, Ohnstad’s preceptor allowed her to shadow in the management aspect of community pharmacy.

“On my first hospital rotation, my preceptor also had an MBA degree, and was very positive how it would increase my ability to help facilitate better medication management,” she says. “Because of my course work in the MBA program, and in-depth experience with software programs, I was able to prepare and set up programs that would facilitate medication reconciliation for patients who were being treated between the clinic and specialty clinics.”

She was able to take the filled prescription medication data and create a program that

would analyze the data and generate easy-to-read graphs. She programmed the resulting graphs to generate a report that could be presented at medication review meetings.

“Being able to combine the MBA knowledge and skills with my introductory rotation provided me with unique opportunities,” she says.

Ohnstad, a Wyoming Air National Guard second lieutenant, was named a Tillman Military Scholar this past academic year. After receiving the prestigious award, she participated in the Pat Tillman Leadership Summit, where the foundation brought the fourth class of scholars together at the University of Maryland to participate in service and leadership projects.

Ohnstad was recently notified that she has been selected to represent UW at the National Conference for College Women Student Leaders at the University of Maryland later this month. Students are selected based upon their demonstrated interest in improving the learning experience for female students at UW and their involvement within the university.

In addition to attending the national conference, Ohnstad will be involved in planning and implementing the UW Women’s Leadership Conference in the fall.

“After I graduate, I plan to give back by using my pharmacy degree in areas in need of medical care,” she adds.



# FOCUS ON STAFF

The Focus newsletter is pleased to include a new feature in each edition highlighting the amazing staff around the College of Business. Without their dedication, the College would not be able to operate on the level it does or serve the students with the finesse it is able to.

To kick things off, the College was thrilled to catch up with Carolyn Young in the Academic Advising Office. Carolyn has an interesting story with a history serving students at the University of Wyoming. In fact, she loved it so much that she retired and then came back! Carolyn was gracious enough to share her summer break letting us interview her all the way from her retirement cottage on Pender Island, part of the Southern Gulf Islands in British Columbia, Canada.

- 1. It sounds like you've had an interesting career at UW. Once an English professor and now at the College of Business. Tell us a little about your history and time at UW.***

I was an Academic Professional Lecturer (APL) in the Department of English from 1990 to 2007 and taught composition and rhetoric, which included English as a second language (ESL), Freshmen English, Writing for Public Forums, Technical Writing in the Professions, and Introduction to Literature. That time period in the department was exciting. We had a strong ESL program for international students.





We developed a standardized Writing Program to help English graduate students teach Freshmen English. Also we created a Professional Writing minor. I had a hand in developing, administering, and teaching in all of these programs. As well, I taught in UW's Writing Center, and still today I'm tutoring there working particularly with international graduate students who are finishing their theses or dissertations. After I retired in 2007, I missed interacting with students and working with student writing, especially the problem-solving part (not the grading part!!). So I began tutoring with Student Success Services and the Writing Center.

**2. *What made you decide to join the College of Business?***

When I came back to campus to tutor part time, my good friend Rhonda Baccari asked if I would be willing to help out in the Academic Advising Office during the advising periods in spring and fall. Willingly I agreed. What started as just a few weeks each semester soon turned into "as many hours as I can put in." Working as AAO's part time office assistant is very rewarding. I enjoy interacting with students almost every day and appreciate the skills involved in the advising process. As well, I like how the efficient organization of a well-managed office can help the advisors do their jobs well.

**3. *Tell us about the role you play with the AAO.***

My role is varied. As AAO's office assistant I sit at the front desk. That means I'm the first one people see when they walk in or the first one who answers the phone. Immediately I'm problem solving. Students, faculty, staff, and visitors all walk in the front door with questions. Students, faculty, staff, and parents all call our telephone with questions. My role is to answer or find answers to their questions. On a daily basis I can be trying to answer several questions at once!

Next, I'm responsible for handling and keeping student files and our student database up to date. We have over 900 current students! During the advising period which lasts about four weeks each semester I help keep the wheels oiled so that the advisors have all the information and materials they need to advise. During advising I get to work with the college ambassadors, who greet our business majors and instruct them on registering for the next semester's classes.

**4. *Based on your years of experience, what advice do you have for students at UW?***

Because of UW's size, friendly atmosphere, and relatively low student/teacher ratio, students should get to know their professors. They should ask questions, explore ideas by keeping an open mind, and

experience courses outside their narrow field of study—like the humanities! Their university experience is a short period of time in the scope of their whole lives, so they should take advantage of it. They should seek opportunities like studying abroad, doing national exchanges, finding internships, and getting involved in research projects or student government or sports—anything in order to expand their world view. Of course, they should study hard, behave themselves, and stay healthy, too!

“ I enjoy interacting with students almost every day and appreciate the skills involved in the advising process. As well, I like how the efficient organization of a well-managed office can help the advisors do their jobs well.”

— Carolyn Young



# DISTINGUISHED ALUMNI



In April the College of Business held its 62<sup>nd</sup> annual Recognition Dinner. Once again students, faculty, staff, donors, alumni, and friends of the College of Business gathered to celebrate this year's hard work and accomplishments. As always, the College is humbled by the support shown for this event. Congratulations to the 2012 -2013 award recipients.

In addition to the many awards and recognitions from the evening, the College was especially honored to hear from the 2012-2013 Distinguished Alumna.

## LINDA PRICE

Linda L. Price (BA, MBA University of Wyoming, Ph.D. University of Texas at Austin) is Department Head and the Underwood Family Professor of Marketing in the Eller College of Management, University of Arizona. She has received many marketing honors and awards including the 2013 *Academy of Marketing Science* Cutco/Vector Distinguished Educator Award for Lifetime Contributions to Marketing Scholarship. She currently serves as President Elect of the *Association for Consumer Research* as well as serving on the *American Marketing Association* Academic Council, the *Consumer Culture Theory* Board and

the Advisory Board for the *Journal of Consumer Research*. Linda's theory and research is published in the leading marketing and social science journals including *Journal of Marketing* and *Journal of Consumer Research*, and combines qualitative and quantitative methodologies to examine consumer identity and adaptation, social influence and network interactions, and how consumers' emotions and imaginations enrich, distinguish and give agency to their lives. Her research has been and is currently funded by a variety of agencies including USDA, and *Marketing Science Institute*. She has published books, chapters and over 75 articles that have collectively garnered over 7,000 citations. She has mentored numerous PhD students who are now leading marketing scholars in Universities around the world.

## GREGORY A. PHILLIPS

Gregory A. Phillips was appointed as Wyoming's 35th Attorney General in March 2011. In 1983, Greg graduated from the College of Commerce and Industry at the University of Wyoming, receiving a bachelor's degree in economics. In 1987, Greg graduated with honors from the College of Law at the University of Wyoming. From 1987 to 1989, Greg served as a law clerk to the Honorable Alan B. Johnson, United States District Court Judge, in Cheyenne, Wyoming. In September 1989, Greg returned to his hometown of Evanston to practice law with his father and older brother. He continued in this practice through 1998 when his father and brother retired from law practice. During six of these years in Evanston – from 1993 through 1998 – Greg served as a State Senator from Uinta County. In late 1998, Greg began practicing law in Cheyenne with his law school friend, Matt Mead. They ran their own firm until October 2001 when Mr. Mead was confirmed by the U.S. Senate as the United States Attorney for the District of Wyoming. In January 2003, Greg joined Mr. Mead at the U.S. Attorney's office in Cheyenne as an Assistant United States Attorney. In November 2010, Mr. Mead was elected Governor of the State of Wyoming. That same month he named Greg as his nominee to serve as Wyoming's next Attorney General. In January of this year, President Barack Obama nominated Greg for a seat on the United





States Court of Appeals for the Tenth Circuit. As of this writing, he is awaiting his United States Senate confirmation hearing. Greg is married to Donna Phillips, who has taught in Wyoming public schools for the past 28 years. They have two children, Ryan and Rachel.

### **CLAYTON E. HARTMAN**

Clayton E. Hartman grew up as a small town boy in Glenrock, Wyoming. After high school, he attended The University of Wyoming, where he graduated in 1979 from the College of Business with a B.S. in Accounting. During college, he was a member of the Sigma Nu Fraternity as well as the Phi Epsilon Phi honor society. Right after college, Clayton sold Burroughs computers to banking and oil companies and in 1980 landed his dream career in the investment industry with E.F. Hutton. He remained with E.F. Hutton for the first 27 years of his career where he worked hard through the many different company mergers, concluding with Citigroup Institutional Investment Advisors. In 2007, he and his team moved to UBS Financial Services, Inc., where he continues as an institutional investment advisor and private wealth manager for affluent individuals. Clayton's life centers on family, busi-



ness and many charitable endeavors whether he is in or out of the office. These include his involvement in Colorado's oil and gas drilling industry, real estate development which centers on golf course development; he is currently serving as Chairman of the University of Wyoming Foundation Board, was a founding member of the University of Wyoming's National Ambassadors Board and is the past Chairman of the Poudre Valley Hospital Foundation Board of Directors. Additionally, Clayton owns several Taco John's fast food restaurant franchises and serves on the Taco John's Board of Directors, headquartered in Cheyenne, Wyoming. Outside of his career in investments, Clayton stays busy with these outside business activities which his wife, Kandy, calls his "favorite hobbies." Clayton and Kandy, along with their two daughters, Haley and Morgan, love to travel, golf, spend time with family and friends and are avid sports fans. They love sports at the professional and collegiate level, and as long time Cowboy Joe Club members, travel from their home in Fort Collins, Colorado to attend nearly every home Cowboys football game and as many Cowgirls and Cowboys basketball games as possible.



# FACULTY AND STAFF AWARDS

## OUTSTANDING JUNIOR TEACHING AWARD

**Mike Doherty**, Department of Accounting

## OUTSTANDING SENIOR TEACHING AWARD

**Kent Drummond**, Department of Management and Marketing

## OUTSTANDING JUNIOR RESEARCH AWARD

**Jaron Harvey**, Department of Management and Marketing

## OUTSTANDING SENIOR RESEARCH AWARD

**Eric Johnson**, Department of Accounting

## SPARKY TURNER "RAISE THE BAR" SERVICE AWARD

**Terri Rittenburg**, Department of Management and Marketing

## ENTERPRISE RENT-A-CAR PROFESSOR OF THE YEAR

**Janice Benson**, Department of Accounting

## OUTSTANDING JUNIOR STAFF AWARD

**Plum Schultz**, Department of Accounting

## OUTSTANDING SENIOR STAFF AWARD

**KaLee Lopez**, College Development Office

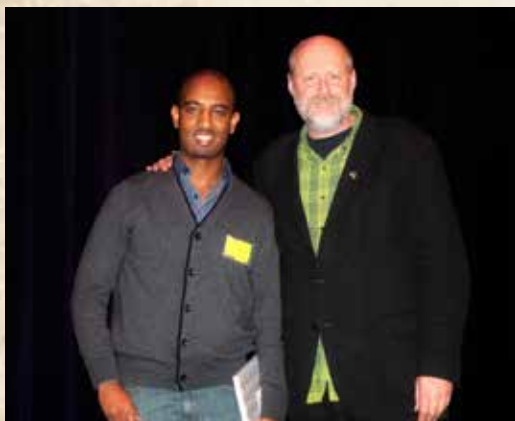
## COLLEGE OF BUSINESS ADVISORY BOARD

## FACULTY PERFORMANCE AWARDS

**Teresa Stephenson**, Department of Accounting

**Ed Barbier**, Department of Economics and Finance

**Robert Sprague**, Department of Management and Marketing





# 30K ENTREPRENEURSHIP COMPETITION

## EVANSTON STUDENT WINS \$30K ENTREPRENEURSHIP COMPETITION AT UW

With three semesters remaining before he graduates from the University of Wyoming, Shawheen Amirkhizi, an accounting junior from Evanston, already runs his own business. The next step: grow his small independent company into a top competitor in its specialty field.

And he has \$10,000 to get the business off the ground.

Amirkhizi recently won the annual John P. Ellbogen \$30K Entrepreneurship Competition at the UW College of Business. His presentation for Rave-Nation.com, an online retail business specializing in accessories and apparel related to the booming Electronic Dance Music (EDM) industry, topped four other student business presentations.

The competition encourages students to act on their talents, ideas and energy to produce tomorrow's leading businesses. The \$30K competition awards cash prizes to outstanding teams of student entrepreneurs who submit business plans for new ventures that show significant business potential. The College of Business sponsors the student business competition.

Amirkhizi won the first-place award of \$10,000, plus an additional \$2,500 progress prize as he continues to develop his business plan. He also will receive in-kind business services (consulting) and free rent in the Wyoming Technology Business Center (WTBC).



For people who attend EDM concerts and raves, Rave-Nation.com provides hundreds of unique and rare products including clothing, lighted gloves, goggles and a variety of other specialized apparel.

"I spent countless hours preparing for the competition, but I did not know very much about the other entrants and I wasn't sure if I could truly explain Rave-Nation's and my own potential," Amirkhizi says. "I am glad I

invested so much time and energy into the competition. It was a tremendous opportunity that, of course, helped me financially but, more importantly, forced me to learn much more about my business."

He says that may be even more important to him than the first-place prize.

"It's hard to explain how excited and grateful I am to have won it, and I wish to further prove I deserved to win it by growing





Rave-Nation to its full potential in the coming years,” Amirkhizi says.

Amirkhizi first became interested in the EDM business when an older brother had his own company, Twilight Entertainment, which promoted EDM concerts in Salt Lake City, Utah. Amirkhizi learned the business and how to help promote rave concerts.

While working for his brother, Amirkhizi organized two small concerts in Evanston, working every aspect from booking the artists, being in charge of promotion and even helping with stage setup.

Four years ago, Amirkhizi started Rave-Nation.com when he noticed that his brother’s store did not sell certain lights that “ravers” wanted. He invested in his own inventory to sell from his brother’s store in Salt Lake City but, when it later went out of business, Amirkhizi decided to sell his remaining products online.

The 2008 Evanston High School graduate, for winning the UW competition, also was awarded one year free use of WTBC facilities and advice from its business experts. The WTBC, located at UW, is a not-for-profit business incubator that provides entrepreneurs with the expertise, networks and tools necessary for success.

Amirkhizi is purchasing an Enterprise Resource Planning software package that will dramatically improve his current operations by automating many day-to-day tasks and providing quality data for better decision making. The first-place prize will help purchase and implement the vital software, he says.

“I will be working with the WTBC for the next year and I feel that this is an invaluable experience. Up until recently, I have made all the major decisions and managed all aspects of Rave-Nation by myself, so I am extremely grateful to be able to work with the WTBC,”

Amirkhizi says. “Having their assistance will push me to work even harder and will allow me to analyze my options, decisions and outcomes more efficiently, ultimately allowing me to take Rave-Nation to the next level.”

He adds that he will use his UW accounting education to help set up accounting records and financial statements for Rave-Nation.com before he graduates in fall 2014.

For a complete list of the \$30k competition competitors and their business plans, visit the website at <http://www.uwyo.edu/business/ellbogen-30k/>.

For more information about the competition, contact Rachel Stevens in the College of Business Department of Management and Marketing at (307) 766-3124 or e-mail [rstevens@uwyo.edu](mailto:rstevens@uwyo.edu).



# FOCUS ON BBB TORCH AWARDS

## WYOMING COMPANIES, UW TEAM HONORED AT BBB TORCH AWARDS

*By MJ Clark at the Wyoming Business Report*

In April two Wyoming companies won Better Business Bureau Torch Awards as the Wyoming and Northern Colorado business communities gathered at the Lincoln Center in Fort Collins, Colo.

The Torch Awards honored those small, medium and large businesses that best embodied the Better Business Bureau's principles of ethical enterprise.

Two of the winning companies are based in Wyoming: GF Harvest LLC of Powell, formerly Gluten Free Oats LLC, and Basic Beginnings Early Learning Child Center of Laramie. Jorgensen Laboratories of Loveland, Colo. won the third award.

In addition, the UW team of students that formulated the Basic Beginnings entry was awarded "Best Student-Written Paper."

GF Harvest LLC was the winner for the small business category. GF Harvest LLC was founded on Forrest Smith's Future Farmers of America project to produce gluten-free oats. His father Seaton accepted the award, noting that his son and the rest of the Gluten Free Oats team was busy rolling oats and couldn't attend the ceremony. The elder Smith thanked the UW students who helped put the GFO entry together, the Wyoming Business Coun-





cil who “bent over backward for us as a new business” and the state of Wyoming.

“I can’t say enough about what the state does for business people,” he said.

Although Gluten Free Oats has won other awards, “this one means the most because it shows that people see we are walking the walk [of an ethical business].”

Large business winner Basic Beginnings is a child-care center in Laramie that was established in 1983 and today cares for 320 children in two locations. Jan Lawrence, president and part owner of Basic Beginnings, said on receiving the award, “I have absolutely loved my job for 30 years.”

Lawrence noted that ethical challenges come up any time you take care of someone’s child because “You’re taking care of the most important thing in their life.” The success of Basic Beginnings may be best shown in the fact that nine of their current staff members attended Basic Beginnings as children.

“We are really proud of these Wyoming business men and women who exemplify the high-level of professionalism and ethics that have become synonymous with Wyoming business,” said Wyoming Business Council CEO Bob Jensen in a recent statement. “It is a great honor for these folks and a great honor for Wyoming. We’re very proud that these companies call Wyoming home.”

Finally, the UW team that crafted the entry for Basic Beginnings: Kit Barke, Natalie Basolo, David Diamond, Lauren Redrick and Jordan Seaman, was honored for having written the best nomination paper.





# FOCUS ON STUDENT EXPERIENCES



In April the Investment Management class presented their investment performance to the State Loan Investment Board in Cheyenne. The class managed approximately \$1.25 million dollars in assets from the State of Wyoming and The University of Wyoming foundation. Members of the board are; Governor Matt Mead, Secretary of State Max Maxwell, State Treasurer Mark Gordon, State Auditor Cynthia Cloud and Superintendent of Public Instruction Cindy Hill.

The class prepared and presented their investment outlook which encompassed the cur-

rent Global economic conditions and investment opportunities for the year. The students produced a positive alpha over the S&P 500 benchmark. This is quite an accomplishment as approximately 70% of active managers are not able to beat their respective benchmark.

Professor Patrick Flemming commented, "Our best students are equal to the students from top schools in the country. I know as I have interviewed hundreds of them. All I want is to get our students foot in the door. Once you get in, it doesn't matter if you are from

Harvard, Wharton, Wyoming or LCCC. This program will definitely help Wyoming students get their foot in the door."

The students from bottom to top are:

Kaitlin Mary Inchauspe; Tracy T Mc Ewen; Ivana Milickovic; Olivia Davis; Trista Louise Wood; Patrick Anthony Passow; Colin W Herold; Zachary David Mills; Foerstner G Meyer; James B Williamson; Devon Richard Johnson; Jeremiah B. Decker; Nicholas Joseph Diller and Derek Ian Sibrel



# FOCUS ON JOHNSON CAREER CENTER

## JO CHYTKA NAMED DIRECTOR FOR THE JOHNSON CAREER CENTER AT UW

In April Jo Chytka took over as the director of the Peter M. and Paula Green Johnson Business Career Center at the University of Wyoming.

Chytka received both her Marketing and MBA degrees from the University of Wyoming. She has served as the Director of UW's Center for Advising and Career Services since 1986 and most recently as the Interim Registrar for the university. Jo has also served on numerous professional and university committees to further the career awareness and success of UW students. She is currently a member of the Career Benchmarking Group, comprised of top career center directors from thirty nationally recognized universities, a think tank for the profession.

"I am so excited to build upon the successes of the Johnson Career Center and to work with College of Business students to further their careers" said Chytka.

In 2008, Peter and Paula Johnson donated \$1 million to endow a center in the UW College of Business to help students prepare for

"I am so excited to build upon the successes of the Johnson Career Center and to work with College of Business students to further their careers."

— Jo Chytka

careers. Their gift was matched by state funds. Peter Johnson is president of Sinclair Oil Corporation.

Since opening the center has worked to provide career management services for UW's business students, including career counseling, job search strategies and marketing and networking tools to assist students in launching their careers, says Brent Hathaway, UW College of Business dean.

"Jo is one of those special leaders that is widely respected at UW and beyond," said Dean Hathaway. "Landing someone of her caliber is a real accomplishment for the college."



For more information, contact Chytka at (307) 766-2398 or e-mail [jchytka@uwyo.edu](mailto:jchytka@uwyo.edu).

Peter and Paula Green Johnson now reside in Salt Lake City, Utah. Peter Johnson, a Lovell native, graduated with honors with a B.S. (1972) degree in finance

from UW and continued his education at the University of Denver, earning a J.D. (1978) degree. Paula Green Johnson, a Laramie native, received a B.S. (1972) degree in speech pathology and audiology from UW



# FOCUS ON ENERGY MBA

Fall 2013 marks the inaugural semester of Energy MBA courses at the University of Wyoming College of Business. The Energy MBA is the product of a collaborative effort between College of Business faculty and energy industry leaders. The initiative strategically matches Wyoming's energy strengths with industry opportunities for growth and placement. Dave Emery, Chairman, President and CEO of Black Hills Corporation, agrees. "It makes sense that Wyoming – a leading producer of both traditional and alternative energy – and its university have created a program that combines energy industry expertise with excellence in business management. No place in the country is better positioned to be a leader in this sector."

Industry-relevance is the cornerstone of the Energy MBA program. Shaun Andrikopoulos, Co-Founder and President of PointWest Resources, LLC, and Ultra Petroleum Visiting Chair at the University of Wyoming College of Business, notes that "UW's Energy MBA graduates (will) hit the ground running with a strong general management education combined with a solid foundation of how the energy industry works. Organizations in every industry will benefit by hiring graduates of the UW Energy MBA program."

Nicholas Considine and Christina Irion are Energy MBA candidates. Both cited their principle reason for choosing to pursue the Energy MBA as being the opportunity to further their understanding of the energy indus-



try. Considine believes the Energy MBA will give him a competitive advantage. He noted, "Since starting my MBA I have had the opportunity to work directly with Encana oil and gas and I hope to leverage this experience into a position in energy marketing or trading." Irion aspires to own an agriculture/water law firm. She believes that by studying the energy industry, she "will be better equipped to handle tough situations and help farmers get the water they deserve!"

The Energy MBA requires an additional 24 credit hours beyond the MBA core curricu-

lum; the entire program can be completed in 21 months. The curriculum addresses the energy industry on multiple levels: traditional hydrocarbon energy businesses (e.g., coal, oil, natural gas), the power generation industry, and alternative energy (e.g., renewable, nuclear, and cogeneration). Fall 2013 Energy MBA courses include Energy Economics and Policy, Supply Chain Management in the Energy Industry, and Energy Finance.

Energy Economics and Policy applies tools of economic analysis to energy markets and policymaking. The course will be taught by





“ UW’s Energy MBA graduates (will) hit the ground running with a strong general management education combined with a solid foundation of how the energy industry works. Organizations in every industry will benefit by hiring graduates of the UW Energy MBA program.”  
— Shaun Andrikopoulos

Dr. Timothy Considine, School of Energy Resources Professor of Energy Economics. Dr. Considine (Ph.D. Cornell University) focuses his research on energy economics, environmental economics, industrial organization, and applied econometrics.

Dr. Barry Brewer (Ph.D. Arizona State University), Assistant Professor of Decision Science, will leverage his research in outsourcing, supply chain trust, and supply chain strategy as he leads the Energy Supply Chain Management course. According to Dr. Brewer, “The purpose of the energy supply chain course is to examine supply chain activities and issues in the energy sector to provide students with principles and tools that would prepare them for careers in the industry.”

Professor Patrick Fleming (B.A. Harvard), a veteran of global markets, will convey more than 25 years of investment and management experience to students in Energy Finance. Professor Fleming states, “The energy finance/trading course is very exciting as it will teach the students the practical application of energy futures, options, swaps and hedging. Most MBA’s graduate with basic theoretical knowledge of these derivative securities. This class will focus on how these securities are used in the real world of energy trading and finance.”

Individuals interested in learning more about the program or how to apply should contact the MBA Program office at [mba@uwyo.edu](mailto:mba@uwyo.edu) or 307-766-2449.



# STRATEGIC INITIATIVE PROJECTS

Industry-preparedness is the cornerstone of the MBA and Energy MBA programs. Every aspect of the curriculum, from the leadership seminar that kicks-off every new academic year to course structure and content, is designed to equip students with the skills they will need to contribute value to their future employers.

In the first year of coursework, MBA and Energy MBA students acquire foundational knowledge in every aspect of business. These two semesters culminate in a summer Strategic Initiative Project in which students' skills and interests are matched with industry needs to create a platform for applying what has been learned in the classroom. This summer, four teams of MBA and Energy MBA students, along with a faculty mentor, are working to address issues as diverse as oil field operational effectiveness and commercial real estate feasibility.

Team Encana has been challenged to explain the relationship between natural gas rate tariffs and natural gas vehicle (NGV) adoption rates. The main goal of their study is to determine if preferential rate treatment for local gas distributors has an impact on NGV adoption and, if so, to what extent. Their research involved participating in the Alternative Clean Transportation (ACT) Expo in Washington, D.C. Sean Andrikopoulos, Ultra Petroleum Visiting Chair, is the faculty advisor for Team Encana.



Marathon Oil requested assistance from our MBA students in performing a benchmarking study for five oil companies in Wyoming's Big Horn Basin. The team is preparing a comparative analysis of operational efficiency for the global oil company. Christina Irion, Energy MBA candidate, is part of Team Marathon and aspires to own an agriculture/water law firm. She believes that by studying the energy industry, she "will be better equipped to handle tough situations and help farmers get the water they deserve!" Ben Cook, Enhanced Oil Recovery Institute Post Doctoral Associate, is advising Team Marathon.

GHX is a medical supply chain management firm that operates in the United States, Canada and seven European countries. Their headquarters are in Louisville, Colorado, just outside of Denver. MBA students and their faculty advisor, Dr. Philip Varca, Professor of Management, are working with GHX to develop a series of reports to help the company better understand their cash flows in three key areas including: product implementation project development, and support. Team GHX is in close contact with their corporate partners, making regular site visits and holding weekly conference calls.

Dr. Eli Beracha, Assistant Professor of Economics, is advising the final team of MBA students, which has been assigned the task of completing an industrial building development valuation project for Rob Cheek Real Estate in Jackson, Wyoming. Allegra Ramey, MBA candidate, is part of Team Rob Cheek. She noted that her team faces distinctive challenges. "Jackson is a unique market with a unique populous and industrial space is defined quite differently in this location compared to other markets. Jackson is also a prestigious location that does not experience vast growth."

All four teams will present their findings to industry executives in July.



# FOCUS ON INTERNSHIPS

## SEEING THE VALUE: A LOOK BACK AT A YEAR OF ASUW WORK AND INTERNSHIP EXPERIENCE FOR COLLEGE OF BUSINESS STUDENTS CHRIS....AND CHRIS

In the summer of 2012, two College of Business students both named Christopher started working and interning for the Associated Students of the University of Wyoming (ASUW). Prior to their shared experience within the executive branch of ASUW, Chris Haakinson and Chris Toly had never met. While they worked together at times, they had different roles within the organization and they both walked away from ASUW and their internships with valuable experience to help each achieve his own career goals.

According to ASUW President Joel Defebaugh, the 2012-2013 ASUW executive team was a very productive one. Towards this endeavor, ASUW Director of Finance Chris Haakinson and ASUW Director of Marketing Chris Toly were instrumental.

“Executive Haakinson’s diligence in keeping the budget updated, communicating available funds, and working to ensure more financial literacy helped the entire ASUW move smoothly through the year, commented President Defebaugh.” “Managing a near 1.4 million dollar budget is no simple task, but Executive Haakinson made it seem effortless and always had the answer to inquiries.”







President Defebaugh continued, “Furthermore, ASUW Director of Marketing Chris Toly was not only an idea man but bore a great amount of the work. Executive Toly was relentless in his dedication to quality in performance. His ability to produce quality work at a quick pace was invaluable. Together, these two Executives served as a level of professionalism, competence, and integrity in their work and on behalf of ASUW.”

When asked about their individual experiences, the “Christophers” shared the following:

### **CHRIS TOLY:**

Dual major marketing and graphic design

**Hometown:** Rock Springs, Wyoming

**Career Goal:** To obtain a marketing position with a company in the outdoor industry.

“I was contacted in the summer of 2012 to complete some freelance work for ASUW which resulted in a job offer. As the Director of Marketing, I rebranded ASUW utilizing my knowledge of video, conceptualized graphic design and UW brand policies to create and maintain all print and online marketing material and overhaul the ASUW website. When I joined the organization I had absolutely no knowledge or experience with student government so I got off to a rough start, but soon grew to appreciate and enjoy the experience ASUW provided.”

“Upon looking back on my experience, I realized that a lot of learning is done outside of the classroom. My courses have taught me how to think and they gave me a basic overview of the industry. I find it more important to apply the concepts I learned in my classes to real work applications than being a 4.0 student. Time management was a key part to staying sane during this time as I was balancing 18 credits each semester and working 25 hours a week.”

“ASUW has given me the work experience that I need to succeed after college, but it has challenged me to be as creative as possible but still efficient and to take into consideration the opinion of those in the group.”





**CHRIS HAAKINSON:**  
**Senior, second bachelor accounting**

**Hometown:** Grand Junction, Colorado

**Career Goal:** To obtain my CPA license and work for an oil and gas firm in either Colorado or Texas.

“I was appointed as the Director of Finance for ASUW under President Defebaugh and Vice President Kahler’s administration for the 2012-13 school year. The Director of

Finance oversees an annual budget of \$1.4M. Not only did I conduct daily financial transactions, but I also sat in meetings that influenced ASUW actions and initiatives.”

“Throughout the course of my internship, I also got to know several UW administrators on a personal basis. For me, that is one of the highlights of this position as I believe that it has provided me a valuable network in the field of accounting and finance. Through help from Jennie and Steve in the Johnson Career Center,

I learned how to properly conduct myself in the upmost manner when meeting with UW administration.”

“During my final summer before I receive my second bachelor’s degree, I will complete an internship with Anadarko Petroleum Corporation in Denver. I believe my experience with ASUW prepared me for my internship with Anadarko by giving me professional characteristics and capabilities in order to succeed in a work oriented environment.”





## CODE OF THE WEST

Promoting excellence, scholarship, and progress, the College of Business is dedicated to fulfilling, and exceeding, the mission of the University of Wyoming. It strives to do so by promoting excellence in teaching, internationally recognized intellectual contributions, integration of teaching with scholarship, and service that has tangible impacts on the state and professional community. The College of Business is driving an effort to expose Wyoming businesses to the ten principles of The Code of West—the official code of the State of Wyoming—with the goal of having each firm adopt it or a code of their choosing/creation.

*Derived from the book Cowboy Ethics, by James Owen*

- Live Each Day with Courage
- Take Pride in Your Work
- Always Finish What You Start
- Do What Has to Be Done
- Be Tough, but Fair
- When You Make a Promise, Keep It
- Ride for the Brand
- Talk Less and Say More
- Remember That Some Things Aren't for Sale
- Know Where to Draw the Line

*What's your code?*





Please accept my/our gift to the UW College of Business in the amount of:

☐ \$125   ☐ \$250   ☐ \$500   ☐ \$1,000   ☐ \$2,500   ☐ Other \$ \_\_\_\_\_

This gift is designated for:

- ☐ College of Business Excellence Fund      ☐ Department of Economics and Financing  
☐ Department of Accounting      ☐ Department of Management and Marketing  
☐ Also, please send me information on naming opportunities in the new College of Business building

I/we would like to make my/our gift to the University of Wyoming in the form of:

- ☐ Check (Please make payable to the University of Wyoming Foundation)  
☐ To give via a credit card, please go to the UW Foundation's secure site [www.uwyo.edu/giveonline](http://www.uwyo.edu/giveonline)

To give via phone, please call the University of Wyoming Foundation during normal business hours:

(307)766-6300 or (888) 831-7795. Please Be sure to indicate that you wish to have your gift directed to the College of Business.

- ☐ Yes, please send me information about planned giving (wills, trusts, etc.)  
☐ Yes, UW is named in my will.  
☐ Yes, my company matches my gifts. I have included a form from my company.

Please Return to the University of Wyoming Foundation (1200 E. Iverson, Laramie, WY 82070)

