

[inside the margins]

A publication for alumni, friends, and students



Labovitz School
OF BUSINESS AND ECONOMICS

Reaching
higher

December 2007
Volume 3, Issue 2

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Alumni Recognition

*Now seeking nominations
for 2008 Alumni and Friends
Recognition Awards.*

The LSBE CARE Committee is soliciting nominations for alumni and friends of the School who have made significant contributions in business and their professional life, or who have provided specific and meritorious service to UMD, to their community, or to their state or nation.

The nomination deadline for the 2008 Alumni and Friends Recognition Program is Monday, February 4, 2008. The recognition event will be held in Spring 2008.

For more information, visit www.d.umn.edu/lsbe/alumni.php or contact Lawrence P. Johnson at (218) 726.6696, e-mail lpjohnso@d.umn.edu.



The University of Minnesota is an equal
opportunity educator and employer.

Building Progress

Culture, curriculum, technologies, and facilities all come together in the new Labovitz Building.

When you walk around campus this time of year, there's always a sense of excitement: it's fall, and new and returning students bring more vibrancy to this place than the orange and red maples that surround the grounds. This year, however, it extends beyond the traditional back-to-school bustle.

"It's like getting a new house, you're excited about the additional space; you're excited about how well everything is going to work; you just feel good about it. And certainly, this construction process could not have gone any better." KJELL R. KNUDSEN, LSBE DEAN

This year, there's a new building waiting to greet you.

Construction of the 65,000-square-foot LSBE facility is right on track and, while it doesn't officially open until next fall, its presence and appeal are instantly apparent.

"It's like getting a new house," said Kjell R. Knudsen, LSBE Dean. "You're excited about the additional space; you're excited about how well everything is going to work; you just feel good about it. And certainly, this construction process could not have gone any better."

It's an exciting time for everyone on campus, to be sure. But for the faculty and growing number of students who'll work and study there, this is about far more than a new building.

"This is an expanded educational environment in which we can continue to enhance the quality and relevance of our programs," added Knudsen. "That's really our goal here—to see controlled growth, not just in the numbers of students, but in the quality of the curriculum we're offering.



We want to continue to recruit faculty who are exceptional teachers and productive scholars. We want to make sure we have the latest teaching tools and technologies. We want to have the most advanced facilities in the education community. This new building is a means to those ends."

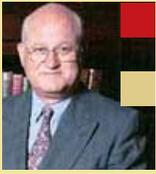
The Labovitz School of Business and Economics building, which was funded in part with a \$4.5 million gift from Joel (B.A., '49) and Sharon Labovitz, is roughly 1.5 times larger than the current facility and thus has the capacity to handle additional students, faculty, and staff.

"When we open in September of 2008, we'll welcome the largest enrollment in our history," added Knudsen. "We'll also welcome the continuing challenge of our AACSB accreditation—to improve ourselves in everything we do."

Building or no building, that's a very exciting prospect.

Building Highlights

- 65,000 square feet
- \$23 million project
- Designed by Perkins + Will, the American Institute of Architects' Firm of the Year
- First and only business school building in the state certified for Leadership in Energy and Environmental Design (LEED)
- Three stories, offering 30-, 40-, and 60-seat classrooms, ample administrative space, and a 150-seat auditorium
- Grand Opening: September 18, 2008
- Expected fall enrollment: 2,000



Forward Thinking

Kjell R. Knudsen, Dean

Like many of my colleagues, I've spent years in the classroom. The dawn of my career, in fact, was spent teaching business strategy—so when I had the opportunity to get out from behind the desk of Dean and back in front of the students, I jumped at it.

For the last eight weeks, I've had the privilege of driving discussion in an LSBE MBA course regarding business policy formulation and strategy implementation. Taught in Rochester, this was the capstone course in the MBA program, and the next step for many of the 23 students I met was graduation.

I'm proud to say these students are more than ready.

We have an exceptional group of upcoming MBA graduates, and my hat is off to the LSBE faculty who prepared them. They're able to handle any number of complex problems, and that's precisely what this course gave them.

We looked at corporate strategy from the position of top management; we focused on globally competitive companies and worked through their case studies; we examined all aspects of economic competition, corporate social responsibility, technology trends, and the gamut of strategic issues companies face. We analyzed case after case, and in the end, evaluated the strategy of an American company without the benefit of a case study—students performed their own research, much as a financial analyst would do.

They approached these issues as leaders do, and again, I'm proud to say they're ready for wherever their careers may lead.

I'm also pleased to acknowledge the great help I had in teaching this course. Not only did LSBE faculty provide outstanding preparation for the students, we were fortunate to have two exceptional alumni lead classroom discussions.

LSBE alumni, Michael Howe, CEO of MinuteClinic, and Anand Naimpally, Managing Director of Northwest Airlines, graciously volunteered their time—on Saturdays—to share their experience with the students.

Their insight was invaluable; their willingness to give back was tremendous; and they clearly illustrated the point I want to get across: being part of LSBE alumni, being a business professional, and being in the classroom is simply one of the most important things you can do for the next generation of business leaders.

I know I learned quite a bit by being there; I'm sure other Deans would, as well. And I'm certain we would all be enriched by your presence, back in the classroom.

Hope to see you soon,

Kjell R. Knudsen, Dean
Labovitz School of Business and Economics
University of Minnesota Duluth

On Target: from the classroom to the boardroom and back again.

Target Day connects students and alumni, demonstrating that what you learn today is what you'll use tomorrow.

For years, Target Corporation's marketing campaign has been supported by the idea "Expect more. Pay less." And when a group of alumni now working for the corporation decided they wanted to give back, LSBE's current students got more than they could have ever asked for.

"Jake Konerza ('04, Marketing) contacted me to discuss the large alumni group that has developed within Target Corporation," said Linda Rochford, the Associate Professor of Marketing who helped coordinate the Target Day event. "They were interested in coming to campus, and before long, we had Target speakers lined up for seven marketing classes, three management courses, two human resource management courses, and a section of Production & Operations Management. It was wonderful—everyone wanted to get involved."

The Target Day event included presentations by Jake Konerza, a Target Merchandise Planning Manager; Robert Dreischmeier ('06, Marketing), a Business Analyst for the corporation; Joelle Hero ('06, Finance), also a Business Analyst; Tiffany Kullhem ('06 Communication), a Target Merchandise Coordinator; Adam Surma, ('04 Organizational Management), a Target Store Team Leader; and Katrin Grinaker ('06 Marketing), Plymouth Executive Team Leader-Softlines.

"Our alumni group and, specifically our young alumni group, are designed to help graduates stay in touch, to provide networking opportunities and, ultimately, to give back to LSBE," said Konerza. "A small gift of our time gave these business students a look at real-life work situations and showed them that what they are learning today will be applied in their careers."

Meghan Keil, an LSBE Human Resource Management/Political Science major who completed an internship with Target, helped organize the event through her role as UMD Target Campus Liaison. She will begin working for Target as an



Pictured from left to right are: Katrin Grinaker, Tiffany Kullhem, Joelle Hero, Kjell R. Knudsen, Jake Konerza, Robert Dreischmeier, Adam Surma



Pictured at podium: Katrin Grinaker

Executive Team Leader of Human Resources after her graduation.

"We wanted students to see how the materials studied in class are actually used in everyday life," said Keil, "and hearing that from alumni validates what they're learning. Alumni have experience and wisdom you can draw from when you get out into the 'real world.'"

In addition to in-class presentations, the speakers from Target also held two career information sessions.

"Target is on track to become a \$100 billion company," added Konerza. "To do that, we need exceptional people, and we're always looking to attract the best and brightest students—many of whom come from the Labovitz School."

"I think the event was a success not simply because our alumni wanted to give back, but because they worked with faculty to make sure their presentations were relevant and topical within the course content," added Rochford. "Getting that type of input from alumni is simply invaluable."

Staff | FOCUS

Internships are lessons in life.

Some people call it trial by fire. Duane Kaas calls it his upbringing. And that's precisely what has fostered in him a lifelong love of the internship opportunity.

"Growing up in rural Wisconsin, I was part of a youth group whose motto was 'Learning by Doing,'" said Kaas, a former high school teacher who received his bachelor's and master's degrees at University of Wisconsin-River Falls and a Ph.D. at Iowa State. "It didn't sound like an educational process then, but looking back, it was the beginning of a long history of internships."

A self-described "student of experiential education," Kaas participated in a Supervised Occupational Experience—an early form of the internship—for three years while in high school. In college, he took part in a cooperative education experience with the U.S. Department of Agriculture in Madison—again, another "learning by doing" opportunity.

It was natural, then, for him to bring this philosophy of hands-on learning to the high school classes he taught.

"It didn't matter whether my students were arc welding or judging livestock—they needed to do the work in order to learn the work," added Kaas. "And no matter how much the environment has changed, that need remains constant. To fully understand the businesses in which they'll work, students at LSBE need to



Duane Kaas

practice their management and technical skills in real-world, corporate situations."

A frequent remark Kaas gets from those students who participate in internships is, "This experience has changed how I view my future and how I relate to others."

Over the past 31 years (16 of which have been at LSBE) Kaas has shared his "Learning by Doing" approach with more than 2,500 businesses and nearly 4,000 students. Now, he's imparting that wisdom to his own family.

"Two of my four children are currently exploring the internship process," said Kaas. "One daughter is interning at the St. Louis County Morgue to gain experience for a career in forensic medicine, and my youngest daughter is busy lining up interviews for a summer internship in the fashion design industry."

It seems they've learned by example.

"I'm still learning how to build on the synergism between the classroom and the workplace," added Kaas. "But the success of the work we're doing is evident—employers understand that new employees who've 'been there, done that' advance more quickly, adding more benefit to the company. And students? They get the chance to dabble in their perspective careers—to see if they're the right fit. It works for everyone, and that's why I still love what I do."

The Freshman Year of Life: Advice to new alumni, from someone who's been there.

While she's too humble to presume she could ever offer advice to her fellow alumni, Tania New certainly has wise counsel to give. She just offers it quietly—living and leading by example.

A LSBE graduate in 1997, New earned a degree in Marketing and Communication. She had the real-world working experience of an internship. And she had a job.

"I graduated 10 years ago, and I've been with Kraft Foods for 11 years," said New, a Sr. Customer Business Manager for the food industry leader. "People don't stay in one place that long anymore—especially their first job—but the opportunities at Kraft keep presenting themselves, and I make sure I'm open to them."

It's good advice, and it's a principle she lives by. It brought her from her first role as a Sales Representative in the Twin Cities to roles as a Retail Customer Manager and Customer Category Manager. She then took a calculated personal risk and moved her six-month-old son to Des Moines, where she became a Kraft Front-Line Manager. Her openness to opportunity then took her to Chicago for a headquarter position as a Category Sales Planner. After that, it was Madison, and her first middle-management position—a shift from tactical execution to strategic thinking. A year ago—and right on schedule according to her goals—she returned to Minneapolis to accept her current role.

"You have to be true to yourself when you seek out opportunities," added New. "You have to know where you're going, or there are too many roads to get you there. I've progressed very quickly at Kraft, because I know what I want—it's a conscientious process."

She wasn't always so sure of what she'd be doing in her career, but she was certain she needed to grow.

"Right out of school, I wanted to exploit every opportunity for personal growth. After a couple years, I set clear, five-year goals: 'get to this position,' 'gain these experiences.' You don't know exactly where you'll be, but be open, and give yourself time. Also, be firm enough to set goals and stick to them."

It's here, in this post-graduation period, where New's advice takes on the most meaning.

"People get frustrated in the first year of their first job, and I tell them that's too soon," added New, who mentors students in the work environment, as well as teen parents. "A new graduate has to look at the next four years as college growth years all over again. In your 'Freshman Year of Life,' you're the new kid—you don't have it all figured out, and you're wondering how it all fits into the bigger picture. In your second year out, you have more confidence and you can set your short-term goals. You continue to grow and by the end of your fourth career year, you have experience to draw from. If you get frustrated then, you have an ability to do something about it."

In addition to these insights, New also shares with the students she mentors the value of the coursework and concepts she learned at LSBE.

"We learned the details, we learned the big picture, and we learned how the two came together," said New, who added that she still keeps in contact with one of her professors. "She keeps me grounded and supports my career development."

Beyond her successful career and her busy life as a single mom, New's mentoring and other volunteering efforts set an example from which everyone can learn.

"It's easy to feel selfish, but when I remind myself that 'it's not all about me,' it's easier to give back to others. Volunteering at work, at church, or in the community adds value to what can otherwise be a self-serving existence. Personally, it gives me more energy to be a better mom and a better employee. But you can't just talk about it, and you certainly can't fake it. You have to do it."

And that's good advice, no matter who you are.



Tania New

Board of Advisors Profile: Al France

You don't have to ask Al France what he brings to the table at every Board of Advisors meeting. His experience, as they say, speaks for itself.

He led the mining industry in Minnesota for 20 years. He was the Federal Co-Chair of the Upper Great Lakes Regional Commission—an Assistant Secretary of Commerce position under the Nixon administration. He also headed up the Public Affairs Division for the Dayton-Hudson Corporation.

Perhaps most notable, however, was France's eight-year role as a Minnesota State Legislator. In this time, he authored tax, conservation, and environmental bills, including the organization of the Minnesota Pollution Control Agency. He also authored one piece of legislation that significantly impacted the University of Minnesota Duluth—the development of the UMD Medical School.

Although not an alumnus, France's commitment to LSBE runs long and deep. He's been on the Board of Advisors for six years now, addressing educational opportunities regarding issues such as ethics in business and health care management—a new major developed at LSBE in 2005.

Beyond that, France has helped strengthen the link between the Labovitz

School and the community of which it is a part. He's worked to enhance the relationship between LSBE and the Natural Resources Research Institute, and was also involved in forging a partnership with the Business Development Operation within the Tech Village. All of which, he says, underscores the importance of continuing economic development in the region.

"Our principal role on the Board of Advisors is to be innovative in our thinking in regard to what the School should be doing to foster this type of economic environment," said France. "Our job is to bring the administration our ideas, our suggestions, and when necessary, our criticisms."



Al France

Showing Initiative.

Participation in ongoing campaigns creates opportunities for students and alumni alike.

As the new LSBE building continues to rise, so do the opportunities—opportunities for you to make an impact on education at your alma mater, and opportunities for potential students to get an education they otherwise may not have been able to afford.

Two different initiatives were launched in the past year to help create these types of opportunities. First, the Reaching Higher Scholarship Initiative, which affords alumni and friends the ability to play a significant role in the lives of LSBE students by helping them afford tuition. Second, the Continuous Improvement Endowment Fund, which, by offering naming rights within the new LSBE facility, will raise funds to help promote excellence in teaching, research, and outreach.

The former, a scholarship initiative introduced by Chancellor Kathryn A. Martin, offers a unique matching program to donors who create scholarships of \$10,000 or more. UMD will match the annual distribution on new undergraduate scholarships, effectively doubling the amount of assistance one scholarship can provide.

So far, seven named scholarships have been created, and the hope is to develop a total of 20 by December 31, 2008. The financial goal of the Reaching Higher Scholarship Initiative is \$250,000.

“We’ve seen tremendous success with these initiatives, and we hope that by expanding the ways donors can give, we’ll continue to grow these funds.” LAWRENCE JOHNSON, LSBE DIRECTOR OF DEVELOPMENT

A goal of \$1.5 million has been set for the Continuous Improvement Endowment Fund, which, as its name implies, is designed to provide ongoing support and improvement efforts in the areas of teaching, research, and outreach services. This may include support for student enrichment, supply faculty research grants, coverage of expenses which bring speakers and alumni to campus, and financial backing of local, regional and/or national research partnerships.

Support for this endowment is being generated by offering classroom, boardroom, and study-space naming rights at the new Labovitz School. For example:

- Breakout Study Room Naming Opportunity: \$15,000
- 30-, 40-, and 60-Seat Classroom Naming Opportunities: \$50,000-\$100,000
- Premier Spaces (Boardroom) Naming Opportunities: \$150,000

Smaller named gifts, from \$2,500 to \$10,000, will be recognized on the Alumni & Friends Recognition Wall. All gifts, including matching gifts, are payable over a period of three to five years.

Already, the Endowment Fund has secured 12 named spaces. Only 10 are left to be named before the facility’s grand opening in Fall, 2008.

“We’ve seen tremendous success with these initiatives, and we hope that by expanding the ways donors can give, we’ll continue to grow these funds,” said Lawrence Johnson, LSBE Director of Development. “People aren’t simply limited to writing a check—they can give appreciated stocks; IRAs for those 70½ or older; and deferred gifts such as making LSBE a beneficiary of an insurance policy or placing us in your will—each of which offers its own tax rewards. And when our campaigns so positively benefit their school and its students, it becomes a win-win for everyone.”

For more information, please contact Lawrence Johnson at lpjohnso@d.umn.edu.

Recent LSBE Hires

Tracey Bolen was named the new Director of Student Affairs at the Labovitz School of Business and Economics. He received his bachelor’s degree in accounting from LSBE in 1989 and worked as an accountant before joining LSBE in 1991 as an Assistant Academic Advisor within the Student Affairs office. Bolen obtained a master’s degree in liberal studies from UMD in 1999. He brings a wealth of experience and background in Student Affairs to his new position as Director. He replaces Sharon Torrison, a longstanding Director who retired in June, 2007.

Kurt Guidinger is a new Assistant Academic Advisor in the LSBE Student Affairs office. He received his bachelor’s degree in psychology from Marquette University and his master’s degree in counseling and student personnel psychology from the University of Minnesota Twin Cities campus. Guidinger worked for three years in the University of Minnesota Twin Cities Ombudsman’s Office while in graduate school, and prior to joining LSBE was an Academic Advisor at Lake Superior College in Duluth. He replaces Tracey Bolen.

Dr. Nik Hassan was named as half-time Director of Information Technology within LSBE. His primary areas of operation include the management of information technology activities and the strategic direction of future LSBE technology developments. Hassan, who is also an Assistant Professor of Management Information Sciences, joined LSBE in the fall semester of 2002. He brings to his new assignment several years of experience as an Information Technology Manager and entrepreneur. He replaces Don Krueger, who has taken an IT position at the Ohio State University.

\$15,000

Breakout Study Room Naming Opportunity

\$50,000-\$100,000

30-, 40-, and 60-Seat Classroom Naming Opportunities

\$150,000

Premier Spaces (Boardroom) Naming Opportunities

LSBE faculty make Wall Street connection half-way around the world.

When the editor of *Mint*, India's second-largest business newspaper and a partner of the *Wall Street Journal*, began soliciting contributions for his publication, he'd already established relationships with experts from Oxford,



Pictured from left to right are: Praveen Aggarwal and Rajiv Vaidyanathan

Kellogg, and Wharton.

To add to the mix, Praveen Aggarwal and Rajiv Vaidyanathan were invited to submit a proposal for a biweekly column discussing psychological biases that affect managerial decision making—that the editor accepted.

“In addition to producing theoretically sound academic research that advances the discipline,” said Vaidyanathan,

“Praveen and I both believe that as faculty members at LSBE, we have the responsibility to translate that research into meaningful and interesting insights for practitioners. The results are the columns *Mint* has been publishing.”

With titles like “If I have my own personal jet, why am I not on cloud nine?” and “If it's mine, it's worth more,” the articles address complicated issues with a common sense approach to which virtually anyone can relate.

“We've had colleagues in the U.S. call us to say they'd seen our articles while traveling in India, said Aggarwal. “It's good to know our work is being widely read.”

Praveen Aggarwal is Associate Professor of Marketing and Head of the Marketing Department. Rajiv Vaidyanathan is a Professor of Marketing and the Director of the MBA Program.

For more information or to view the articles, visit www.livemint.com.

Department | FOCUS

Outcomes and Insights in the FMIS Department

Dr. Shee Wong

Academic Life:

University of Wisconsin-Madison, B.A.
University of Wisconsin-Milwaukee, Ph.D.
Began teaching career at LSBE in 1982

Current Position:

Head of FMIS Department
Teaches MBA 8611, Financial Management; and FMIS 4615, Futures and Options

Extra-Curricular Life:

“I play golf every chance I get”

What do you enjoy most about teaching in the LSBE MBA program?

“Interacting with the students in a small-group setting, as opposed to a typical lecture format.”

How has your experience with students changed over the years?

“Students have become more career/practitioner oriented, and I believe the program has responded by revising the course contents accordingly. Today, we place more emphasis on strategies and applications, as opposed to theoretical expositions. There's more case work and group projects with real data, as opposed to canned examples. Today, we have much more active student participation. Also, technology has changed how I work with students. The most significant impact has been the ability to retrieve real time data online during class. As a result, most of the examples we study can be illustrated with real data—and the results can be compared and contrasted with real-world outcomes.”



Pictured from left to right are: Dr. Shee Wong and Georgina Block

Georgina Block

Academic Life:

Attended schools in South Africa, England and Florida; graduated from high school in Cape Town, South Africa
A.A.S. in Accounting and A.A. in Liberal Arts from Lake Superior College
Currently pursuing bachelor's degree at LSBE

Current Position:

Executive Office and Administrative Specialist, FMIS Department

Extra-Curricular Life:

Traveling, photography, and making stained-glass art

What brought you to LSBE, and why have you chosen to stay?

“I came to Duluth from South Africa as part of the Rotary International Exchange Program, and later my host-mother informed me about a position at UMD that she read about in the paper. I've stayed because the people I work with are wonderful—LSBE has such a diverse group of faculty and staff. The work environment is great, and to be honest, the Duluth environment is too. I love the lake!”

What do you feel is your most significant contribution to the students?

“The experiences I've gained from being an exchange student, a College Ambassador, and the Student Senate President have truly helped me participate in student and school life, but I think the most valuable contribution has been in the form of service to the LSBE Committee of Awards for Recognition and Excellence (CARE). This is a scholarship committee, and we review hundreds of applications, selecting the most deserving students for what can be vitally important in continuing their education. Personally, this has been an incredibly rewarding process.”

Following their instincts: students as leaders.

It's the nature of the business student—an internal desire to improve how things are done, to make change for the better—to lead. That passion for making an impact is particularly evident in students at the Labovitz School of Business and Economics, from which three of the last four UMD Student Body Presidents have been selected.

“These students are self-motivated, gregarious, committed, passionate—leadership is simply part of their personality,” said Tracey Bolen, LSBE Director of Student Affairs. “They are always looking ahead, and they know if they can orchestrate system change at the collegiate level, they’ll be able to do the same at the corporate level.”

Tiffany Varilek
 Student Body President: October 2004-May 2006
 Major: Marketing
 Minor: Foreign Studies, with an emphasis in French
 Graduating: December 2007



Goals as President: To meet as many students as possible; to talk with them and find out what their issues were; to let them know that the Student Association is here to help.

Significant Accomplishment in Office: Establishing the Bulldog Taxi Program, which offers UMD students \$2 taxi rides anywhere in the city.

“I wouldn’t be where I am today without this experience or the support of LSBE. I received a first-class education, individualized attention, and gained the confidence to succeed in the business world. I have met wonderful professors, and through them, influential people in the corporate environment.”

Meghan Keil
 Student Body President: May 2006-April 2007
 Majors: Human Resource Management and Political Science
 Graduating: Spring, 2008



Goals as President: Developing a textbook rental program and informing the students as to what the Student Association can do for them.

Significant Accomplishments in Office: Extending library hours; creating a new website; and enhancing the Bulldog Taxi Program to include electronic registration, which allows for more detailed records of how the program is being used.

“LSBE’s team-oriented approach to teaching, along with the opportunities to serve on committees and in student government, to network, and to participate in internships—all of these things play a very large role in developing your leadership skills. And it’s these skills and opportunities that helped me turn my internship into my career.”

Thomas DeMinico
 Student Body President: May 2007-April 2008
 Majors: Business Finance and Political Science
 Minor: Coaching
 Graduating: 2010



Goals as President: To work with the Administration and Board of Regents to continually improve this university for its students; to sponsor and host events throughout the year which encourage student participation; and to provide greater service to campus clubs and organizations.

“We have a considerable amount of work ahead of us this year. We plan on implementing a medical amnesty plan and students’ rights policy. We hope to revise parking options and develop a student housing district. Additionally, we’d like to see advancements made in textbook affordability and continued improvements in on-campus recycling and energy efficiency efforts. I look forward to these challenges and the leadership experience that comes with them.”

Scholarship to honor Dr. John A. Dettmann



Dave Goldberg

Three of the original members of the UMD Accounting Club—Dave Goldberg (‘57), Claude Lutzka (‘57), and Fred Burnes (‘57)—have created a scholarship campaign in honor of the man who helped establish the first accounting program at the University.

Professor John A. Dettmann served the UMD Department of Accounting for 38 years and was a major contributor in the development of new accounting courses and programs designed to

stimulate student interest in the field.

Now, a scholarship in his name will help make it possible for students who are interested in attending UMD’s Labovitz School of Business and Economics to do so.

“Our goal is to raise \$200,000 to establish the Dettmann Scholarship,” said Goldberg. “And as part of the matching payouts of the UMD Reaching Higher Scholarship Initiative, a fund of that size would allow us to distribute \$18,000 a year—every year—to deserving students. That’s a great tribute to a great professor.”

To contribute to the Dettmann Scholarship or the Reaching Higher Scholarship Initiative, or to find out how to establish a scholarship in honor of your favorite faculty or staff member, contact Lawrence Johnson at lpjohnso@d.umn.edu.



Claude Lutzka

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Senior Consultant
WestmorelandFlint

Steve Goldfine

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Dean, LSBE

Wayne A. Jesswein

Associate Dean, LSBE

Lawrence P. Johnson

Director of Development, LSBE

CALENDAR OF EVENTS

Alumni and Friend Recognition

Nomination Deadline February 4, 2008

Spring Professor for a Day April 3, 2008

Beta Gamma Sigma Induction Dinner April 11, 2008

**16th Annual Joel Labovitz
Entrepreneurial Success Awards** April 22, 2008

**Labovitz Building
Grand Opening** September 18, 2008



Labovitz School OF BUSINESS AND ECONOMICS

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