

THE ANNUAL REPORT: 2006-2007

Report

Southern
New Hampshire
University



From the President

Dear friends,

Welcome to the 2006-2007 Annual Report. It has been quite a year for Southern New Hampshire University, one in which members of the university community have received accolades on a number of fronts:

- The School of Community Economic Development, celebrating its 25th anniversary, received the New England Board of Higher Education's prestigious Higher Education Excellence Award.
- The Red Cross honored SNHU as its "local hero" for the work we did during New Hampshire's devastating floods.
- The chair of our Creative Writing Department, Diane Les Becquets, won a coveted PEN American Fellowship for her new novel, "Season of Ice."
- Long-time faculty member Dr. Mahboubul Hassan received the 2007 Martin Luther King Award during the state's MLK Day Community Celebration.
- Our Program in Community Mental Health was highlighted for being an "Innovative Practice in Workforce Development" by the Annapolis Coalition.

On every front – academic programming, community commitment, and individual creativity and scholarship – the university's faculty and staff have had an exemplary year.

In a year when our society came to more fully grasp the dire implications of climate change, SNHU also led the state in groundbreaking work. We became the first carbon-neutral campus in New Hampshire (and one of only a few in the country). Through an innovative financial model that included the purchase of alternative energy and renewable energy credits, we were able to offset our conventional energy uses.

A newly created Office for Sustainability is now working closely with our plant and operations department to retrofit older buildings with energy-saving technologies and on sustainable design for our new buildings. I was proud to sign the American College and University President's Climate Change Commitment on behalf of the university and to formally enter into partnership with innovative Earth University in Costa Rica on shared research and green initiatives. Climate change may be the single most important challenge facing our students in the future; it is important that we both educate and model innovative practices for them during their time here.

This report features a number of individuals who exemplify the SNHU spirit. One theme that runs throughout is a strong sense of commitment to community and social justice. Our Center for Service and Citizenship has taken the lead by

engaging students in such activities as an alternative spring break trip to Washington, D.C., for Hunger and Homelessness Week, a mission to South Africa to install computers in a township elementary school, and a collaboration with the Moore Center and the area's professional sports teams to link SNHU athletes and the Moore Center's developmentally challenged adult clients. These are life-changing experiences for students, instructive and powerful and a key part of their educations.

New Hampshire during primary season can feel like the center of the universe, and so it seemed when we had Sen. Barack Obama, Democratic candidate for president, as our Commencement speaker in May. Though his campaign was just getting under way, there was electricity in the air of the Verizon Center and our graduating students will long remember their special day.

In the months that followed, the university hosted Elizabeth Edwards, wife of former presidential candidate and Sen. John Edwards; the MTV/MySpace Presidential Dialogue with Sen. John McCain, Republican candidate for president; and Democratic candidate Sen. Hillary Clinton's New Hampshire primary night gathering. As a result of these events, SNHU's name appeared in *The New York Times*, *The Washington Post*, *The Boston Globe* and many other publications, and in broadcasts ranging from MTV to New Hampshire Public Radio and ABC News. While these events consume a lot of staff time and resources, they are marvelous opportunities for our students, and the media exposure helps raise the university's national profile. We almost wish the primary was every two years (note I said "almost").

The Annual Report is a rare opportunity at this busy place to step back and reflect on the energy and creativity that characterizes this unusual university. So many institutions of higher education resist change and succumb to the stubborn back-pull of self-satisfaction, but SNHU strives to innovate, to improve and to extend its reach. My colleagues at other universities often marvel at what we are able to accomplish in any 12-month period.

That drive resides in the alumni and students you will find featured in the pages that follow. Their accomplishments are made possible by the support of many, including our donors and partners. We are pleased that you are part of the SNHU legacy we are building.



Paul J. LeBlanc
President





Soterion. Ng. Greene. Newland. Ambrosio. Blais. Rizzi. Diakhate. Levy.

Great Challenges Major Opportunities

Southern New Hampshire University alumni are a hard-working, humble bunch. Ask them about their success and they often point to the support they received from their professors, advisers, family members and fellow students.

Our alumni repeatedly tell us about the opportunities they received here. For some, it was having an admissions officer take a chance by enrolling them; others marvel at the close contact they had with professors. Still others found themselves thriving, participating in campus activities and taking on leadership roles.

As a university, our goal is not only to educate; it is to provide opportunity. Our people are what make us great, and the alumni featured in the following pages embody that spirit.



Kriss Soterion '87

Kriss Soterion '87 knows all about putting her best face forward.

Soterion, who graduated with a bachelor's degree in business administration and a minor in international marketing, is a master makeup artist. She's powdered the noses of Sen. Hillary Clinton, former President George Bush Sr., Tom Brokaw and Bono, among many other famous faces, as CNN's makeup artist for presidential debates. She also operates a salon and has her own product line.

Becoming a makeup artist was a calling that she realized just after she was crowned Miss New Hampshire in 1987, while helping other contestants with their makeup.

"Any student of marketing starts to ponder, 'what service, what product am I going to market? Where am I going to put this energy?'" she said. "Every hair on my body stood up on end when the idea came to me that I was going to become a makeup artist."

Kriss in a sense grew up at Southern New Hampshire University; she visited campus often with her mom, former Prof. Lynda Gamans

Poloian. Now a mother of three with a successful business, she still relies on the lessons she learned here.

"I believe with my entire being that my college education was an essential component in my success as a makeup artist, as a business owner, as an entrepreneur," she said. "How do I market this? How do I reach the consumer? These are things that I learned as part of my education here."

Lu Mei Ng '03 and '05

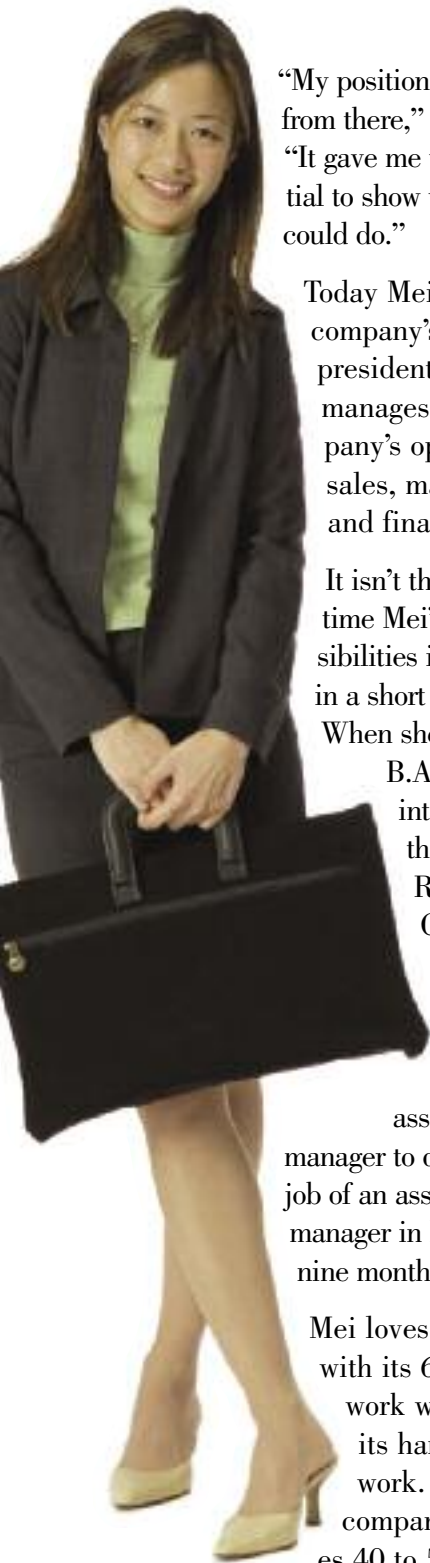
A research assignment evolved into an executive-level career for Lu Mei Ng '03 and '05.

Mei researched Wildflower Linens, a specialty linen rentals company in California, for one of her M.B.A. classes. The owner provided a close look at the company's operations and finances, and she was fascinated.

After receiving her M.B.A., Mei, who also had earned her hospitality administration B.A.S., moved to California to find a job in the bustling hospitality industry there. She met up with the Wildflower Linens owner again and was hired in July 2005 as an administrative assistant.

“This place gave me an opportunity that I desperately needed. I never forgot that.”

– Mickey Greene '72



“My position just grew from there,” she said. “It gave me the potential to show what I could do.”

Today Mei is the company’s vice president. She manages the company’s operations, sales, marketing and finances.

It isn’t the first time Mei’s responsibilities increased in a short time.

When she did her B.A.S.H.A. internship at the Hyatt Regency in Chicago, she went from shadowing the assistant manager to doing the job of an assistant manager in less than nine months.

Mei loves her job, with its 60-hour work weeks and its hands-on work. The company services 40 to 50 events a week and has

shipped linens as far away as Greece, the United Arab Emirates and Ireland. Mei has worked on a list of high-profile events that include the Grammy Awards, the Oscars, high-end weddings and fundraisers, galas and balls.

“What SNHU has offered me, first of all, was the experience,” she said. “The M.B.A. helped me in the management area. That allows me to understand both – from the person doing the task to the person managing the business.”

Mickey Greene ’72

Mickey Greene ’72 climbed the corporate ladder from the bottom to the top and hit every step in between. He started his career as a service representative at Blue Cross and Blue Shield, and retired as a top executive at TD Banknorth, where division presidents reported to him.

But his success wasn’t what mattered most, he said; it’s important to him to help others move up, too.

“Regardless of how hard you work and how fortunate you may be, everyone needs somebody somewhere along the line to give you a break,” he said. “I’ve had a couple of people like that in my life and I always wanted to return the favor. You’ve got to give back.”

It’s that line of thinking that keeps Greene, now chairman of the university’s board of trustees, connected with Southern New Hampshire University.

Greene had just left the Navy and was working in sales at Blue Cross and Blue Shield when he was told he would need a college degree to be promoted. He had started a family and was working full time when he

enrolled in the university’s continuing education program in Portsmouth. Greene was promoted to district manager at Blue Cross shortly after graduating. He thrived with the company; when he left, he was chairman, president and CEO of BCBS Maine.

Now he is in a position to work for the good of the university that helped him.

“This place gave me an opportunity that I desperately needed,” he said. “I never forgot that.”



Peggy Newland

Writers get their inspiration from a multitude of sources. Master of Fine Arts in writing student Peggy Newland's sources have included walks with her dogs and her mother.

"I think freeing my mind on the hiking trails with my dogs lets me process what I observed in the world and continue to put that on the page," she said.



Peggy has written essays, short fiction and a memoir. She is working on a novel and a humorous nonfiction book, "Buster's Guide to Writing," named for her Labrador retriever.

The memoir, "The Adventure of Two Lifetimes," chronicles a cross-country biking trip she and her husband took in 1996. It followed and includes remembrances from a biking trip her mother and a friend embarked upon 40 years earlier.

"We had our clip-on pedals and our bike shoes and helmets and gloves and all this high(-tech) gear stuff that she would make fun of because she didn't have any of that," Peggy said.

Peggy finds time to write every day, in between her work as a practicing psychotherapist and a mother.

"I can kind of put places of my life in folders. So I have my family. I have my work. I have my writing, and I take them out at certain times of the week and that's my focus at that time," she said.

Her future sounds just as busy as the present. Her goals include becoming a creative writing professor, writing full time and continuing her work as a therapist part time.

The M.F.A. program is a step along the way. She has benefited from the close contact it offers with accomplished faculty, including visiting writer Russell Banks, as well as editors, agents, publishers and fellow writers.

"You can have lunch with them and you can sit down and talk with them in small groups and that's just unheard of, really, in larger programs," she said.

Mario Ambrosio '07

Worldwide assignments couldn't prevent Navy Chief Warrant Officer Mario Ambrosio '07 from earning his degree.

After getting "sidetracked for a while," Mario decided he wanted to finish his degree and began attending classes at the university's Brunswick, Maine location. A transfer prompted his switch to SNHU Online.

Mario, who has served in the Navy for 27 years, plugged away, doing his course work online while on assignment in Bahrain, Europe, the Bahamas and Florida, and from his home in Virginia Beach.

"It suited me; it suited my schedule," Mario said. "I didn't have to be there at any one time. I could do it at night after I got home from work (or) early in the morning. I could be assigned to a ship and still have access. It was an awesome way to do it."

It wasn't always easy balancing work and family and school, but it was worth it to get his B.S. in business studies. He set a good example for his daughters, ages 9 and 14, and "it will come in handy when I'm a civilian," he said.

"It was a pleasant and academically rewarding experience. I use the information I learned day in and day out," he said. "The faculty elevated my critical thinking, challenged me. They always espoused personal honesty and intellectual integrity. These people were recognized experts in their fields and they had the credentials to back it up."

Now he encourages others to get their degrees.



“It’s not just a piece of paper; I actually put it to use,” he said. “If I, as an aircraft maintenance officer and a married man, can find the time to do it, surely someone who’s single can find the time to take some courses. Online is definitely a good option.”

Dr. Doug Blais '88 and '90

Dr. Doug Blais '88 and '90 had a plan: Get his degree, then get rich on Wall Street. Instead, he became so enamored with college life that he decided to stay.

Now Blais, a former SNHU soccer athlete, is chair of the university’s Sport Management Department.

“I really do love it,” he said. “It’s a

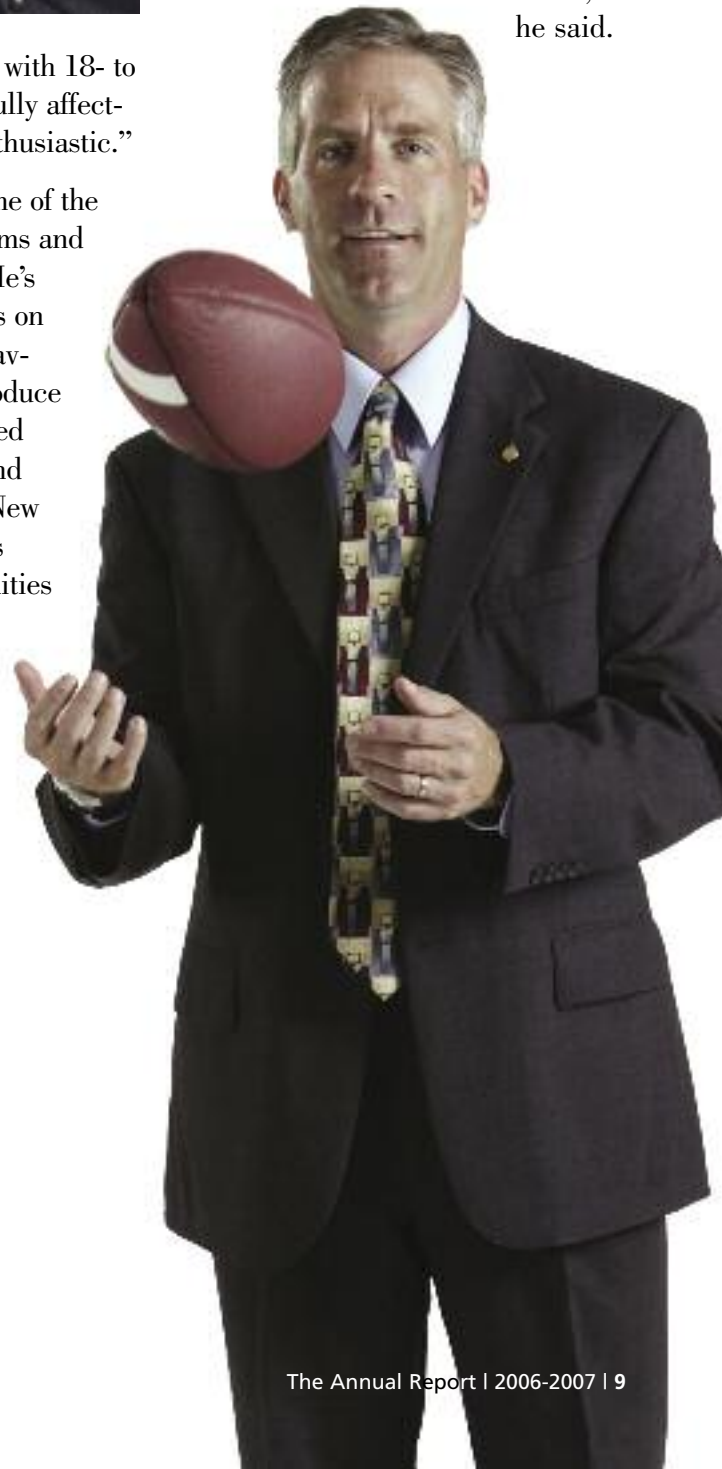
great opportunity working with 18- to 21-year-olds, while hopefully affecting change. They’re so enthusiastic.”

Blais has worked with some of the best (and best-known) teams and companies in the world. He’s advised the Boston Celtics on their ticketing policies, traveled with NBC to help produce the Olympics and consulted with many sports teams and entertainment venues in New England and beyond. He’s found incredible opportunities for his students, including working for national teams, at the Olympics and for big-name sport companies. Now several of his sport management

students are preparing to work at the Olympics in Beijing.

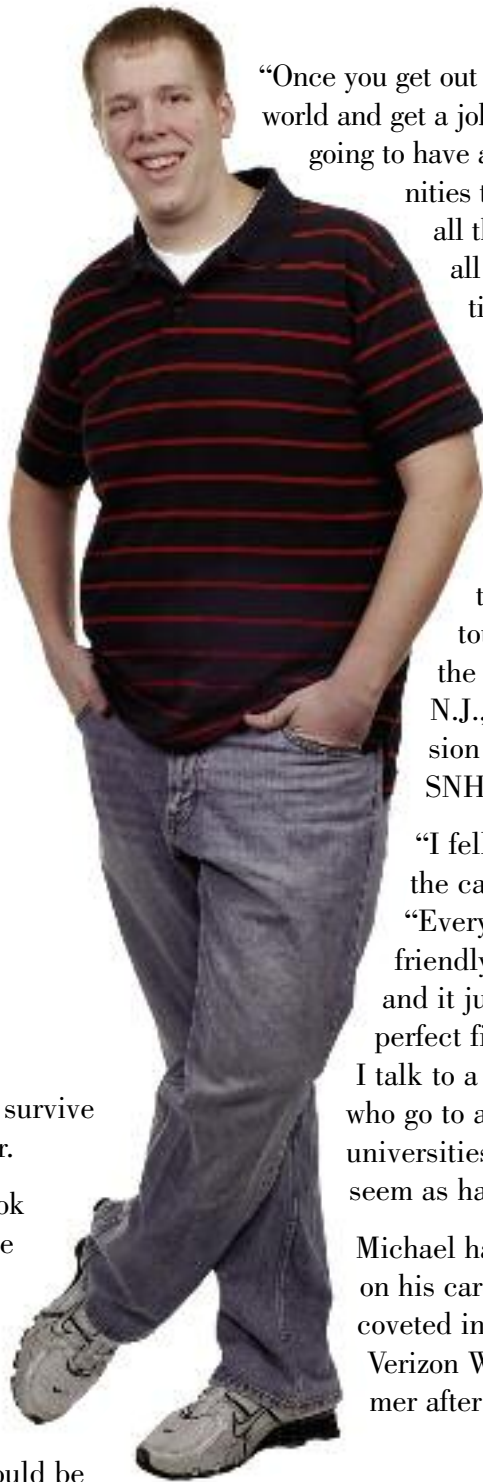
But his favorite experiences have been receiving the university’s Excellence in Teaching Award, seeing graduates succeed and developing friendships with former students. He’s met parents and been to weddings; one former student even e-mailed an ultrasound picture of her unborn child.

“That is rewarding in itself,” he said.



“It’s a great opportunity working with 18- to 21-year-olds, while hopefully affecting change.”

– Dr. Doug Blais '88 and '90



Michael Rizzi

Michael Rizzi can't survive without his calendar.

"I live on my Outlook on my computer," he said. "I'm very organized, to the point where everything has to be scheduled in because if not, it would be all thrown up in the air."

In addition to his 3Year Honors Program in Business Administration course work, Michael is a resident assistant who watches over 30 resident students in Newcastle Hall and is an admissions tour guide. He also works with the campus programming board and is involved with the Relay for Life.

"Once you get out into the real world and get a job, you're not going to have all these opportunities to get involved in all these clubs and all these organizations," he said.

"It's something you can look back on and be proud of."

The tour guide position is fitting; it was the tour that clinched the Pompton Plains, N.J., resident's decision to come to SNHU.

"I fell in love with the campus," he said. "Everybody was so friendly and so nice and it just felt like a perfect fit for me. When I talk to a lot of my friends who go to a lot of bigger universities ... they don't seem as happy."

Michael has an early start on his career. He landed a coveted internship with Verizon Wireless the summer after his first year,

and was asked to continue working there during university breaks.

And even though they make fun of his accent, he's really bonded with his classmates.

"Those are 30 of my best friends. It's like a big family," he said. "If somebody doesn't understand something, everybody works together to make sure everybody's on the same page. You look forward to going to class every day so you can see them."

Aly Diakhate

When Aly Diakhate enrolled in the School of Community Economic Development, he knew only that he wanted to help people in need.

"I was raised in some difficult conditions by a single mom who struggled," said Aly, who was born and grew up in Senegal, Africa. "Until I got admitted into this program, I never thought about how much I can do just in the field of economic development."

Aly is working with Faith Fund and Neighborhood Housing Service of Baltimore on a unique mortgage and small business lending program for members of Baltimore's Islamic community.

“I fell in love with the campus. Everybody was so friendly and so nice and it just felt like a perfect fit for me.”

— Michael Rizzi



Pat Levy '05

It took Pat Levy '05 nearly 30 years to finish her bachelor's degree, but less than two to earn her M.B.A.

Pat put college on hold decades ago, when she became a single parent. She eventually remarried, had two more children and established a successful at-home bookkeeping business.

Then she started looking at colleges for her middle daughter and found an opportunity for herself – SNHU's online degree programs.

"I thought, 'oh, wow, I could do this!'" Pat recalled. "Then I could still be at home with the girls."

She graduated summa cum laude with a bachelor's degree in business administration in 2005, then took three courses a term and graduated with her M.B.A. (and a 3.95 GPA) in 2006. She worked during the day and did her online course work in the evenings while her daughters did their homework.

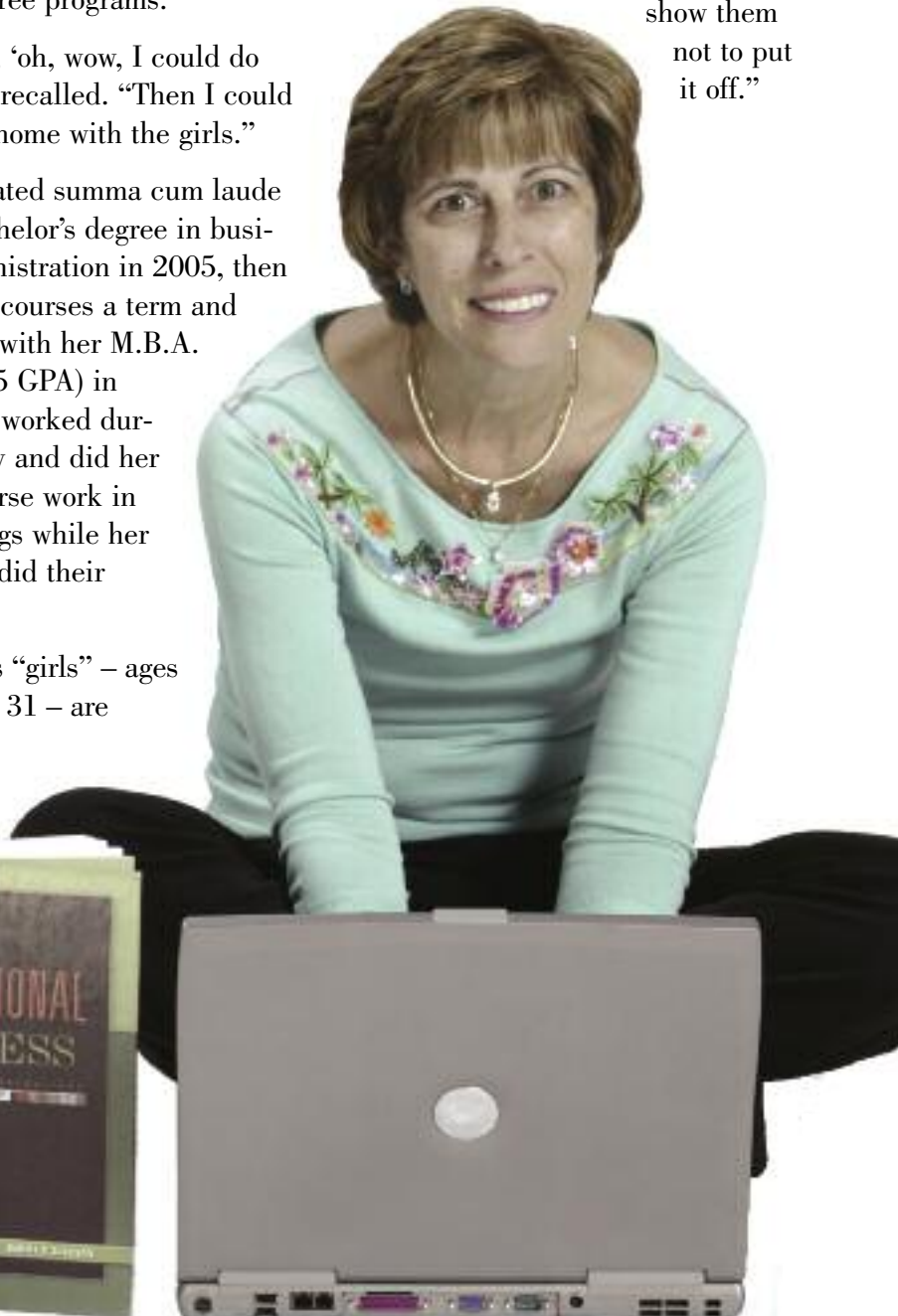
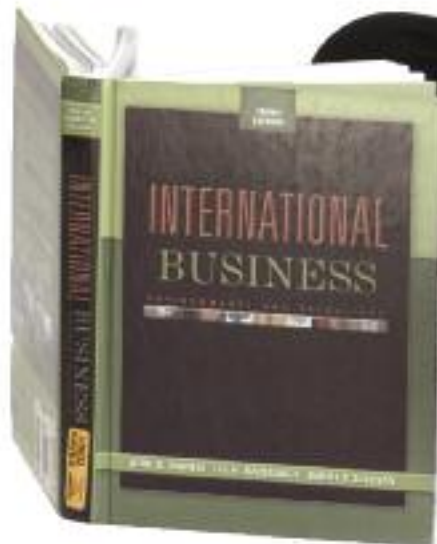
Today Pat's "girls" – ages 19, 21 and 31 – are

grown. Two are in college, and one has a child of her own. Levy has two degrees and two jobs – she still works part time as an independent bookkeeper and is director of operations for a real estate developer. She's proud of her diplomas, but even more satisfied that she set a good example for her kids.

"I wanted to illustrate to them how difficult it is to not finish," she said. "I wanted the piece of paper that verified my capability, but I also wanted to show them not to put it off."

Having been away from home for seven years, he looks forward to returning to Senegal, where he will apply all that he has learned and rejoin his "supportive" – and patient – fiancée.

"Everything that I am doing from school to work is designed around the idea of going home one day. If I can help a woman ..., in the midst of an African village where there's not much hope or expectation ... to provide to her own children and to herself and have activities that will be self-sustained, I would say that I have made a big change in a life," Aly said. "Even if it happens with one single person in my lifetime, I think I've succeeded."

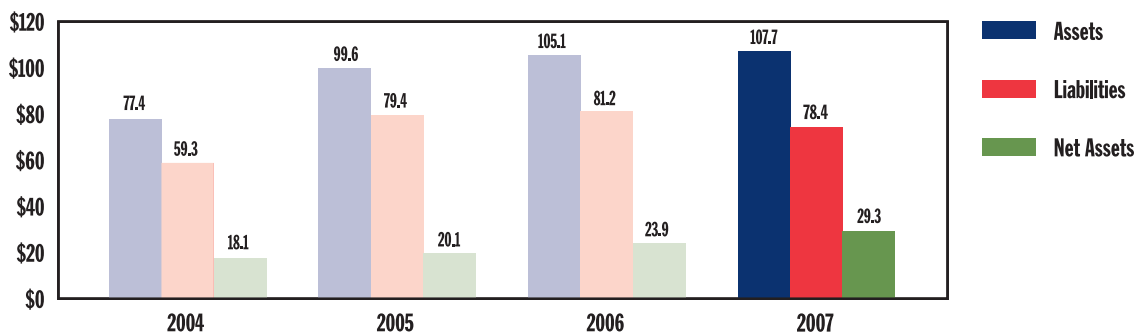


Money Matters

Statements of Financial Position | Fiscal years ending on June 30, 2007, 2006, 2005, and 2004.

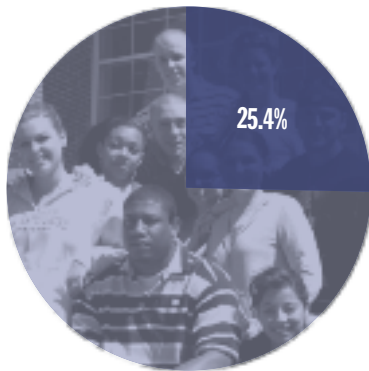
| Assets | 2007 | 2006 | 2005 | 2004 |
|--|----------------------|----------------------|---------------------|---------------------|
| Cash and cash equivalents | \$2,297,538 | \$904,124 | \$709,167 | \$810,862 |
| Short-term investments, at fair value | \$14,706,143 | \$13,767,385 | \$12,394,997 | \$8,921,650 |
| Student accounts and other receivable, net | \$1,604,269 | \$1,954,291 | \$1,681,855 | \$1,409,118 |
| Other assets, net | \$3,018,200 | \$3,002,004 | \$3,055,111 | \$1,648,877 |
| Contributions receivable, net | \$148,238 | \$229,691 | \$335,214 | \$394,807 |
| Student loans receivable, net | \$3,737,698 | \$3,801,343 | \$3,932,713 | \$3,989,045 |
| Deposits with trustees | \$13,688,671 | \$15,549,470 | \$22,738,730 | \$7,220,161 |
| Long-term investments, at fair value | \$16,092,678 | \$13,487,123 | \$11,340,881 | \$10,172,318 |
| Property and equipment, net | \$52,436,648 | \$52,363,954 | \$43,362,744 | \$42,827,469 |
| Total assets | \$107,730,083 | \$105,059,385 | \$99,551,412 | \$77,394,307 |
| Liabilities and Net Assets | | | | |
| Liabilities | | | | |
| Accounts payable and accrued expenses | \$10,163,367 | \$10,752,600 | \$8,278,146 | \$8,036,462 |
| Student deposits and advance payments | \$6,172,903 | \$8,081,249 | \$8,062,618 | \$7,998,735 |
| Notes and bonds payable | \$58,798,812 | \$59,047,533 | \$59,830,207 | \$39,935,000 |
| Refundable advances – U.S. Government grants | \$3,275,900 | \$3,276,011 | \$3,273,691 | \$3,316,741 |
| Total liabilities | \$78,410,982 | \$81,157,393 | \$79,444,662 | \$59,286,938 |
| Net assets | | | | |
| Unrestricted | \$22,361,465 | \$18,829,423 | \$16,115,762 | \$14,603,240 |
| Temporarily restricted | \$2,267,578 | \$1,600,725 | \$1,420,250 | \$1,287,426 |
| Permanently restricted | \$4,690,058 | \$3,471,844 | \$2,570,738 | \$2,216,703 |
| Total net assets | \$29,319,101 | \$23,901,992 | \$20,106,750 | \$18,107,369 |
| Total liabilities and net assets | \$107,730,083 | \$105,059,385 | \$99,551,412 | \$77,394,307 |

Financial Position (in millions)



2006-2007 Constituent Giving Totals

Southern New Hampshire University recognizes individuals, corporations, foundations and agencies for their generous gift support from July 1, 2006, through June 30, 2007. To them the university extends its deepest appreciation.



Alumni
\$399,181

+



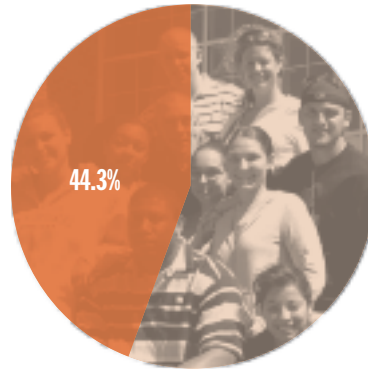
Faculty, Staff, Parents and Friends
\$291,165

+



Corporations and Organizations
\$186,302

+



Foundations
\$697,626

=



Constituent Giving Total
\$1,574,274

+



Government Contributions
\$1,250,065

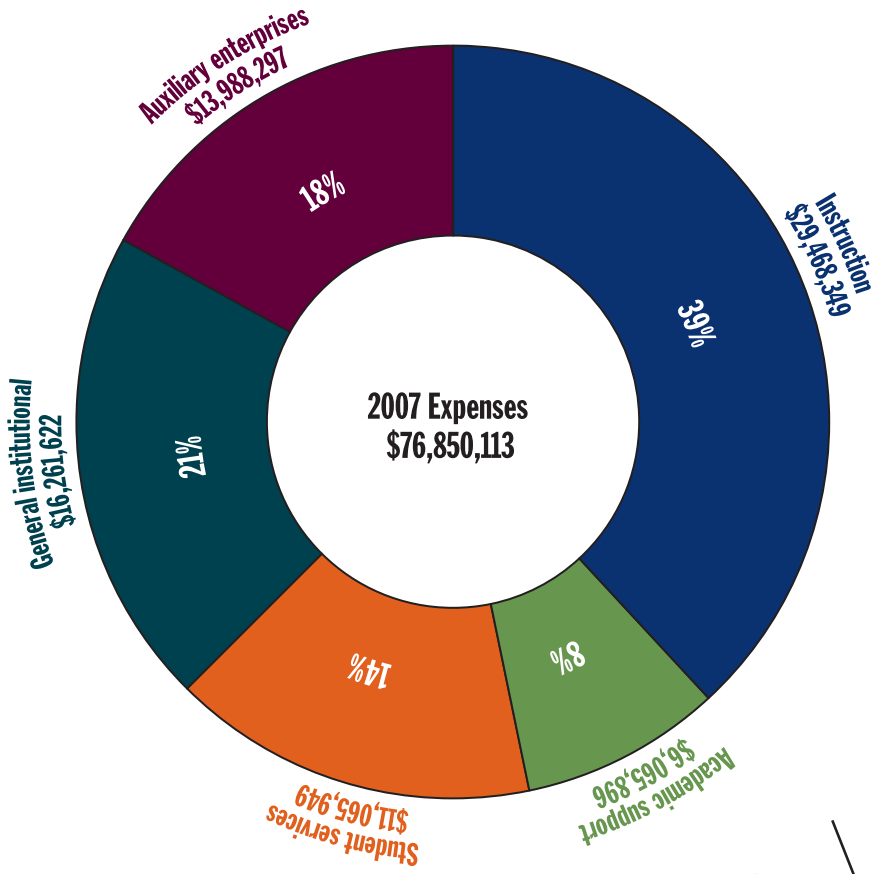
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2006-2007 Constituent Giving and Government Contributions Total: \$2,824,339

How It All Adds Up

Statements of Unrestricted Revenues and Expenses | Fiscal years ending on June 30, 2007, 2006, 2005, and 2004.

| Operating | 2007 | 2006 | 2005 | 2004 |
|---|---------------------|---------------------|----------------------|---------------------|
| Revenues | | | | |
| Tuition and fees | \$74,156,065 | \$68,829,141 | \$62,962,964 | \$58,073,863 |
| Residence and dining | \$12,356,927 | \$11,153,519 | \$10,517,498 | \$8,851,533 |
| Less student aid | (\$14,766,248) | (\$14,011,866) | (\$13,369,369) | (\$12,534,603) |
| Tuition and fees, net | \$71,746,744 | \$65,970,794 | \$60,111,093 | \$54,390,793 |
| Other auxiliary enterprises | \$1,602,141 | \$1,570,595 | \$1,504,490 | \$1,707,446 |
| Contributions | \$685,623 | \$514,791 | \$666,495 | \$670,541 |
| Government grants – technology | \$0 | \$248,000 | \$497,050 | \$496,750 |
| Government grants and contracts | \$2,387,754 | \$1,967,118 | \$1,830,297 | \$2,086,177 |
| Long-term investment income | \$1,267,303 | \$851,938 | \$455,055 | \$300,081 |
| Other interest income | \$588,919 | \$470,022 | \$506,285 | \$386,414 |
| Gain on sale of investments | \$139,829 | \$258,566 | \$84,666 | \$52,435 |
| Other income | \$1,367,237 | \$1,569,169 | \$1,537,695 | \$1,464,071 |
| Total operating revenues | \$79,785,550 | \$73,420,993 | \$67,193,126 | \$61,554,708 |
| Net assets released from restrictions | \$71,029 | \$49,020 | \$55,230 | \$66,561 |
| Total operating revenues and net assets released from restrictions | \$79,856,579 | \$73,470,013 | \$67,248,356 | \$61,621,269 |
| Expenses | | | | |
| Instruction | \$29,468,349 | \$27,009,133 | \$24,103,710 | \$23,124,626 |
| Academic support | \$6,065,896 | \$5,772,513 | \$5,351,867 | \$5,279,848 |
| Student services | \$11,065,949 | \$10,688,428 | \$9,493,665 | \$9,701,776 |
| General institutional | \$16,261,622 | \$14,497,544 | \$13,619,094 | \$12,520,163 |
| Auxiliary enterprises | \$13,988,297 | \$12,834,960 | \$12,001,212 | \$10,340,763 |
| Total operating expenses | \$76,850,113 | \$70,802,578 | \$64,569,548 | \$60,967,176 |
| Increase in unrestricted net assets from operations | \$3,006,466 | \$2,667,435 | \$2,678,808 | \$654,093 |
| Nonoperating | | | | |
| Unrealized gains on unrestricted investments | \$861,862 | \$34,137 | \$246,820 | \$588,825 |
| Lobbying expenses | \$0 | \$0 | \$0 | (\$141,540) |
| (Loss) gain on sale of property | \$0 | \$9,300 | \$1,939,319 | (\$17,617) |
| Extinguishment of debt | (\$336,286) | \$0 | (\$3,364,559) | \$0 |
| Net assets released from restrictions | \$0 | \$2,789 | \$12,134 | \$3,600 |
| Increase (decrease) in unrestricted net assets from nonoperating revenue (expense) | \$525,576 | \$46,226 | (\$1,166,286) | \$433,268 |
| Increase in net assets | \$3,532,042 | \$2,713,661 | \$1,512,522 | \$1,087,361 |

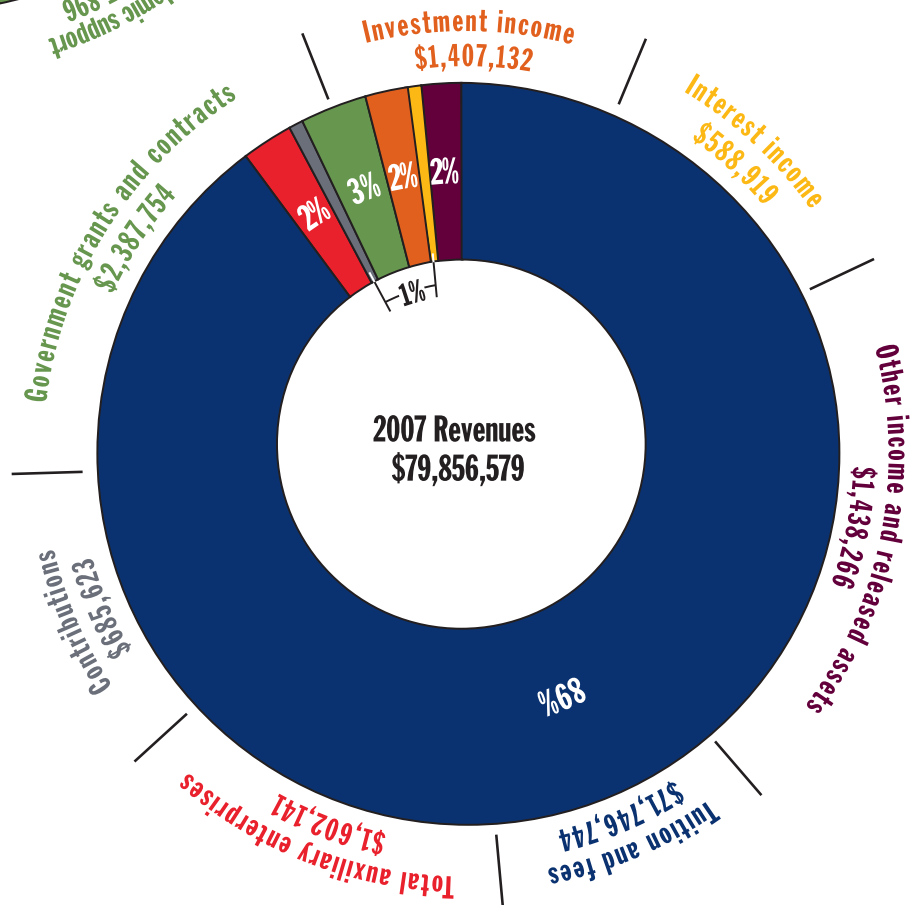
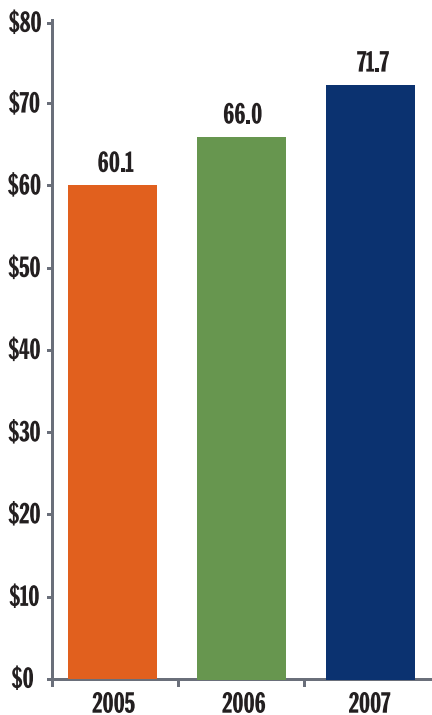


22.7 percent
Increase in unrestricted net assets from 2006 to 2007

12.6 percent
Increase in contributions and grants

81.0 percent
Increase in realized and unrealized investment activity

Tuition and Fees
(in millions)





Hiring Help

Lynne Kennedy Crouse '04 is in a great position to help university graduates.

Kennedy Crouse, who earned her B.S. in business administration (and met her husband, Bill) at SNHU's Nashua Continuing Education Center, is senior site manager for Veritude, a staffing company that serves such clients as Fidelity Investments, Avid Technologies Inc. and EMC.

Veritude has provided a number of recent SNHU graduates with temporary positions that, in many cases, have led to permanent jobs. Kennedy Crouse also has participated in on-campus networking events and career nights, held onsite interviews, helped students write resumes and conducted mock interviews with students through the Career Development Office.

"Our staffing specialists really do have a lot of contact with our associates when they're on assignment," she said. "Whether it's myself or my staffing specialists, we really do have ongoing relationships (with graduates). We know them by name; we stay in touch."

Temporary jobs can be a great start for graduates, she added.

"There is a lot of benefit to it, especially with students who don't really know what they want to do or don't have a lot of corporate experience," she said. "It's good to get your feet wet before you take a permanent job that may or may not work out."

The Board of Trustees



Dr. Paul J. LeBlanc

Dr. Paul J. LeBlanc

LeBlanc has served as president and CEO of the university since July 2003. Formerly president of Marlboro College, he also was a vice president at Houghton Mifflin Company and a former English professor. He serves on many higher education and charitable boards

Andrew W. "Mickey" Greene '72



Mark Ouellette '77



Andrew W. "Mickey" Greene '72

Greene, chairman, is the retired senior executive vice president of TD Banknorth Inc. and retired chairman/CEO of Blue Cross-Blue Shield of Maine. He chairs the TD Banknorth board and serves on the boards of the Gulf of Maine Research Institute and Maine Hospice. He holds an honorary Doctor of Laws from SNHU.

Mark Ouellette '77, vice chairman, is vice president of Global Sales Operations at IBM. Since joining the company in 1977, he has held a number of



Bradford E. Cook

executive positions in such areas as world-wide marketing, sales, finance, personal computers and more.

Bradford E. Cook is an attorney, senior partner and past president of Sheehan Phinney Bass + Green. He is secretary of the Business and Industry Association of New Hampshire, has served or is serving on the boards of many non-profit organizations, and is a member of the New Hampshire Ballot Law Commission.

Howard Brodsky



Michael Brody '73



Howard Brodsky is chairman, chief executive officer and co-founder of CCA Global Partners. With annual sales of \$10.2 billion, CCA Global companies collectively have nearly 3,600 locations in the United States, Canada, Australia, New Zealand and South Africa. In 1997, Brodsky was awarded the Entrepreneur of the Year award by Ernst & Young and has been inducted into the Entrepreneur of the Year Hall of Fame.

Michael Brody '73 is vice president of Sales at M.S. Walker Inc. and a past president of the



Cathy Champagne '88

university's Alumni Association. He has been a vice president and membership chair of the Massachusetts chapter of the World Association of the Alcoholic Beverages Industry since 1992 and has received its Wholesaler Unity Award.

Cathy Champagne '88 is the owner and president of Jutras Signs. She is the board treasurer for the Catholic Medical Center Associates and a former member of the Salvation Army's Advisory Board.



Dr. J. Stephanie Collins

Dr. Clayton Christensen is a professor at the Harvard Business School. A Rhodes Scholar, a former White House Fellow, an author and a seasoned entrepreneur, he founded three successful companies and served as assistant to U.S. Transportation Secretaries Drew Lewis and Elizabeth Dole. He has served on several boards and town government bodies and his writing has won several awards.

Dr. J. Stephanie Collins is a professor of computer information technology in the university's School of Business. She previously taught at the University of Wisconsin and Northeastern University. She continues to work as a consultant for

Richard C. Courtemanche '73



Robert J. DeColfmack '78

corporations and the government and has spoken at many conferences.

Richard C. Courtemanche '73 is a past president of the university's Alumni Association. Before retiring, he spent 28 years in marketing and management at IBM and worked in the company's global division.

Robert J. DeColfmack '78 is president and owner of Profero Management & Holdings LLC, a diversified real estate holding and development company, and managing director of Beal College in Bangor, Maine, and the Sylvan Learning Center in Portsmouth, N.H. He is former president of McIntosh College in Dover.

Donald R. Labrie '71



Frederic (Rick) Loeffler

Donald R. Labrie '71 is retired as an audit partner with Ernst & Young. He has served or is serving on the boards of such organizations as the Greater Manchester Chamber of Commerce and the Salvation Army, and is past president of the New Hampshire Society of CPAs and the New Hampshire Chapter of the Institute of Management Accountants.

David P. Lee '87 and '93, a certified public accountant with the state of New Hampshire, has 25 years of experience in banking, health care and government accounting. He is president of SNHU's Alumni Association and an active community volunteer. Active in politics, he also has



Kyle Nagel

worked for various governors and Sen. John McCain.

Frederic (Rick) Loeffler is owner and CEO of Shorty's Mexican Roadhouse and is a partner of Cotton in Manchester, N.H. He has been named Restaurateur of the Year and New Hampshire Small Business Person of the Year. He serves on such boards as the Currier Gallery of Art, the Palace Theatre Trust and the Manchester Development Corp.

Kyle Nagel is managing director of Sit Back & Relax LLC, a national massage chair vending business based in Bedford, N.H. An experienced entrepreneur, he is active with several local charities,



L. Douglas O'Brien

including the Salem Christmas Fund and the Screen 5 Road Race.

L. Douglas O'Brien is the retired president and chief executive officer of The Grappone Companies. He founded the New Hampshire Community Development Corp. and the New York Cash Exchange (now Cirrus, the ATM network). He has been involved as a director with a number of organizations, including TD Banknorth, Giving New Hampshire, UNICEF and the New England Bankers Institute.

Dr. Steven R. Painchaud is an associate professor and chair of the Organizational Leadership Department at SNHU. He has more than 25 years of teaching,

Dr. Steven R. Painchaud



Martha Shen-Urquidez

management and consulting experience. He previously served for 15 years as the associate dean of what was then the university's graduate school.

Martha Shen-Urquidez is an attorney based in Los Angeles who spends most of her time in China. Now senior vice president and general counsel of CellStar, she also is a conduit and broker for clients seeking to do business in China. She has worked as a defense attorney and as deputy city attorney in Los Angeles.

Beverly Smith '00 is the national program director for the Local Initiatives Support Corporation's Youth Development and Recreation Program, managing the organi-

zation's National Football League Grassroots Program. An ordained minister, she also sits on the boards of the Upper Manhattan Empowerment Zone and The Twenty-First Century Foundation.

June Smith is retired as president of the College Division at Houghton Mifflin. She began her career in college publishing at Random House in 1964. She held management positions at Random House and McGraw-Hill before joining Houghton Mifflin. She is a member of the Board of Advisors of Beacon Press in Boston.

Thomas Tessier '74 is a partner at Weisman, Tessier, Lambert & Halloran. He is a life

June Smith



Thomas Tessier '74

member in the Million Dollar Roundtable and New Hampshire's only life member in the International Top of the Table. He has served on many professional and civic boards and councils and was chairman of the W.S. Griffith Investments National Advisory Committee.

Raymond Truncellito, past chairman, owns Truncellito Life Insurance Planning. He has served on boards for such associations as the New Hampshire Chartered Life Underwriters Association and the New Hampshire Chapter for Children with Learning Disabilities. His awards include the Dartmouth Alumni Award and the Distinguished Life Underwriter Award.

He received an honorary Doctor of Laws from SNHU in 1990.

Kimon S. Zachos is a partner with Sheehan, Phinney, Bass + Green. A former White House Fellow, he served as special assistant to former U.S. Attorney General Nicholas Katzenbach. He has received numerous awards, served as a director for a number of organizations and is board president for the Currier Gallery of Art. He holds honorary degrees from SNHU and Saint Anselm College.

Benjamin Barkhouse, student government representative, is a senior majoring in information technology. He is the executive officer for the Student Government Association and a member of Phi Delta Theta. He has previously held positions with The Observer, the university's student newspaper, and the Inter-Greek Council.

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