Message From the MBA Director

In this issue, I am pleased to present 27 students who should be joining the alumni ranks by the end of Summer if not sooner. Please take a look at their profiles in this newsletter. The founding president of our alumni association, Chris Inverso, has had some success in recruiting alumni to join the alumni board. We are all waiting with great anticipation for the first alumni association event.

The Milgard MBA Facebook page is up and running, so please like us if you can. It is another attempt of ours to build community.

It was great seeing many of you at the TGIF. We hope you will join us in the future for these events and for our quarterly executive speaker series. Also, please do send us news about you for the class notes section—promotions, additions to the family, etc. Please read on to learn more about Professor Stephen Norman and a few of our alumni.

Class Notes for Spring 2012

Class of 2011
Jessica Cromheecke
Jessica is in Houston, TX pursuing a Ph.D. in Biomedical Sciences: Clinical & Translational Research. It seems there will be great possibility for creating a product for clinical use and treatment, especially in the cancer/allergy field. She was also acknowledged for her work with a former professional colleague in his American Society for Microbiology Review paper on Serratia Marcescens.

Class of 2013
Andy Campbell
Accepted an Investment Banking Analyst position with Broadmark Capital in Seattle.

Stay connected with the Milgard MBA by liking us on Facebook and joining the Milgard MBA alumni group on Linked In.

Search for “Milgard School of Business MBA”

Search for “Milgard MBA Alumni Group”

Points of Interest:
- Application Deadline—The application deadline for Autumn quarter is July 1st, 2012.
- Class Notes—send your updates to Aubree Robinson at aubreer@uw.edu by October 15, 2012 to be included in the next newsletter.
- Have you signed up for the MBA Alumni Association (MBAAA)? Join by filling out the online form:

Milgard MBA in the community
Metro Parks is opening a new wave pool this summer at Kandle Park. The official ribbon cutting for the park is on Saturday, June 23rd.

The Milgard MBA is sponsoring one of the sail shades at the park.

The Milgard MBA also sponsored Sound View Little League for their 2012 season.
Meet the Graduates

Joshua Butela
I’m looking forward to having time to run long distance again and to spend some high quality time with my family. This includes camping this summer and joining my son Anderson as he perfects his bike riding skills.

Preston Crane
Preston continues to work for Russell Investments. He looks forward to a long vacation and time with his family.

John G. Jackson
John will continue his role as company vice president and is excited to fully immerse himself in the challenges ahead stemming from a recent business acquisition. He also plans to complete his private pilot’s license.

Graciela Tena de Lara
While attending the Milgard School of Business I gained knowledge and experience. It was hard work but worth every sacrifice. I could have not done it alone, I thank all those great classmates who stuck through every study session, our outstanding professors for inspiring me, and my wonderful husband and daughter for supporting me in this great educational endeavor.

Peter Gonnason
Peter will continue working for Synthes as a Medical Device sales rep. Unfortunately, he will not be in attendance for graduation as Peter and his wife Mollie will be celebrating their one-year wedding anniversary in Europe. Cheers!

Sean Macdonald
Sean continues his work as a territory manager for Takeda pharmaceuticals. He was recently given the role of Regional Training Leader on Takeda’s Northwest regional team. Sean and his wife Amanda are looking forward to enjoying the summer fun with their two young children, Ana (3) and Liam (1).

Peter Gonnason
Peter will continue working for Synthes as a Medical Device sales rep. Unfortunately, he will not be in attendance for graduation as Peter and his wife Mollie will be celebrating their one-year wedding anniversary in Europe. Cheers!

John G. Jackson
John will continue his role as company vice president and is excited to fully immerse himself in the challenges ahead stemming from a recent business acquisition. He also plans to complete his private pilot’s license.

Graciela Tena de Lara
While attending the Milgard School of Business I gained knowledge and experience. It was hard work but worth every sacrifice. I could have not done it alone, I thank all those great classmates who stuck through every study session, our outstanding professors for inspiring me, and my wonderful husband and daughter for supporting me in this great educational endeavor.

Svetlana Mealer
I moved to the United States three years ago. During this time I significantly improved my English, accomplished my Master degree, received the U.S. citizenship and had my son Alexandre. Now, I am very excited and open for the new opportunities and new career in International Business.

Lita O. Monaghan
Lita will continue her role as Sr. Manager, Business Analytics at OpenMarket, but aspires to find a role at a multinational company in Bangkok, Thailand to provide an international experience for her family. In the meantime, Lita plans to spend her free time on the beaches of Herron Island kayaking, searching for periwinkles and catching red rock crabs with her husband and children.
Meet the Graduates

**Matt Nagy**
I'm currently the Operations Manager at USG's Auburn plant. I'm looking forward to having more time with my family after graduation.

**Ahmad Rabi**
I am currently working at Boeing, as well as enjoying the different small business ventures I am a part of.

**Dean Rasmussen**
I continue my service in the Army as a Medical Service Corps Officer. Immediately after graduating, I’ll move to Saudi Arabia for my next assignment; serving in a diplomatic posting as the Senior Medical Logistics Advisor to the Saudi Arabian National Guard.

**Pamela Rothermel**
I am currently employed at Russell Investments as a Senior Fund Complex Analyst. I am looking forward to graduating with an MBA and being able to spend more "TIME" with family and friends. I plan to add exercise and sleep back into my daily regime and to spend more time outdoors.

**Erica Sheafer**
After graduation I plan on spending some much needed free time traveling, enjoying my freedom and reading books for fun! I hope to utilize my education in both my current position and hopefully my degree will open up new opportunities for additional responsibilities.

**Alison Skinner**
Alison continues to manage the accounts payable and human resources departments at locally owned and operated Gray Lumber Company. She hopes to take on more responsibility with her company in the near future. Alison also looks forward to spending more time with her husband and two children.

**Matt van den Heuvel**
My wife and I are thrilled to be having our first baby in October! Professionally, I will be taking on an expanded role within my Family Business.

**Quinn Zander-Conn**
I continue to serve as the Chief Financial Officer at Northwest Commercial Bank in Lakewood, WA. I was lucky enough to study abroad in Brazil for part of my time at UW-Tacoma. After graduation I plan on marrying my beautiful fiancé.

Not Pictured: Laura Ayers, Corey Dill, Kevin Ewig, Ashley Fuller, Nathan Hathaway, Hyoung Kim, John Kois, Nicholas Lonn, and Roger Thompson, Steven Yamamoto
Executive Speaker Series: David Allen, Executive Vice President of McKinstry Industries

David Allen, Executive Vice President of McKinstry Industries, spoke at the Milgard School of Business on May 1st. David is one of Seattle’s most influential and innovative business leaders. He turned McKinstry Industries from a small, family-owned plumbing company into a $500 million dollar full-service design, build, operate, and maintain firm. They were "green" before "green" was cool.

David discussed how McKinstry created a culture of innovation through unrelenting determination, believing in their product and its relevance to the community, generational maturity and leadership, and—most importantly—a strategy of continuous improvement. McKinstry’s biggest fear wasn’t if the company would be profitable or if they were making risky investments; rather, "Can we keep our same culture?" David joked that it’s possible to maintain culture in a company that generates up to $500 million. He emphasized that while McKinstry is seen as innovative, they don’t necessarily innovate: they listen to their customers. Once they know what their customer wants, they make it happen.

McKinstry’s core belief is not to make money; instead, it’s to treat employees like they want to be treated, improve communities, and focus on customers. The company partners with communities and values clients big and small.

When hiring new employees, David values selling skills (i.e. convincing people to take action), networking, and enthusiasm. To help develop innovative skills, he recommended a Harvard Business article (“The Innovator’s DNA”) which profiled the ten most creative business people of all time and their five dominant skills: associating, questioning, observing, experimenting, and networking. Of these five, David said networking is the most under taught in the business world.

During the Q&A, David stressed that leadership skills are vital to an entrepreneur’s success, and recommended Mark Cuban’s book How to Win at the Sport of Business: If I Can Do It, You Can Do It. He also mentioned that after reading Steve Jobs’ biography, he realized he wouldn’t have lasted a day working for Jobs. He concluded by sharing that he and his brother turned down an offer of $235 million dollars because they love their jobs and love the culture at McKinstry Industries.

Alumni Profile: Jenina Gaines, MBA, 2008

Jenina Gaines is a UW Tacoma MBA Alumni that grew up in Spokane, Washington. She later moved to Tacoma where she obtained an undergraduate degree in Biology from Pacific Lutheran University. Before attending the MBA program, Jenina worked for 6 years as a biotechnology research scientist at Amgen, a Fortune 500 biotechnology firm. She was part of the team that discovered and brought to market Enbrel, one of the most prominent modern day treatments for arthritis. She also participated in world-wide collaborative initiatives to create cutting-edge medical biomarker platforms.

Mid-way through her career at Amgen, Jenina settled on the UW Tacoma MBA program as a key success criteria for making a career transition to business management, and to obtain the critical leadership experience required for advancement. The small class sizes, flexible schedules for attendance while working full time, and excellent reputation of the program made it attractive for a more personalized educational experience. Upon graduating with her MBA, Jenina made the transition within Amgen from Scientists to Business Analyst and Project Manager, where she led various multi-million dollar IT bioinformatics programs as part of an R&D portfolio.

After 10 years of working at Amgen, Jenina moved with her husband and 2 year old son to Singapore, where she took a job as a Director of Operations for an IT consulting firm, Insyndia Global. Insyndia Global is a growing IT systems integrator that operates in the US, Asia and Afghanistan. This was an entrepreneurial opportunity that allowed her to fully utilize all aspects of her MBA training as she oversaw world-wide functions including financial operations, HR, strategic sourcing, and the program management office (PMO).

In recent months Jenina has transitioned to Fortune 100 company Cisco Systems, where she is a Regional APJC Operations Manager supporting the go-to-market business operations strategy for her division in Asia Pacific, Japan and China. She is currently enjoying the multicultural experience of living in Singapore and travelling to various APAC countries with her family.
Pictures from Spring Quarter

MBA Beta Gamma Sigma tapping ceremony. Pictured left to right: Dr. Jill Purdy, Alison Skinner, Matt Nagy, Lita Monaghan, and Preston Crane (not pictured, Matt van den Heuvel). Each MBA student graduating Spring Quarter with a GPA in the top 20% of their class are invited to join the Beta Gamma Sigma honor society.

Spring 2012 TBUS 508 Integrated Systems course
Q&A—Faculty Profile with Steven Norman,
By Levi Botkin, Milgard Scholar, MBA Marketing Intern

Q: Why did you choose academia?
A: I have always enjoyed being in an academic environment. I was a teaching assistant throughout much of my time as an undergraduate. It was that experience that really helped me to understand that I loved teaching. In addition, my research agenda allows me to always be in the process of learning new tools and principles that I can then take into the classroom.

Q: Tell us about your professional experience.
A: After receiving my Ph.D. from Cornell University I taught for two years in the economics department of Brigham Young University and then came here to UWT.

Q: What are you researching now?
A: Most of my research deals with using time series econometrics to analyze exchange rates and financial markets. My current research deals with financial market integration in Europe in the 1700s and the economic motivations of the settlement of the Western United States and Canada.

Q: What business awards or honors do you hold?
A: I have been a member of the Western Economic Association and the American Economic Association.

Q: Dr. Norman, is there any additional information that you would like to share with the Milgard School of Business M.B.A. candidates?
A: I really enjoy teaching statistics to the MBA students here. I do my best to deliver the course in a way that the students can see the usefulness of the tools that we cover.