



From the top of Stoke Hall:
Peter T. Paul '67 and Dean Daniel Innis
in front of the proposed building site.

The top story: Peter T. Paul College site chosen


MOLLY, JOHN, AND BECKY are high school freshmen, and Peter T. Paul has already invested \$25 million in their future. The business school's new home that he is helping to create will provide a vibrant, interactive learning and research environment where future generations will be equipped with the tools to succeed in the world of business and to make a difference in the world at large.

Anticipation is building around the campus, across the state, and throughout the business and alumni communities. The new building, to be located on Garrison Avenue near the heart of Durham's commercial zone, is expected to advance the school's position as a leading center of learning, bringing new vitality to downtown Durham, and engaging the economic region.

Although the building's design is important, the real story is the opportunities it will create. The facility will provide a center where faculty and students can interact, share ideas, and collaborate on projects important to the region. The physical structure will mirror a corporate environment, offering trading, behavioral, and hospitality labs, as well as boardrooms, an auditorium, and the latest in teaching and research technologies. Flexible classrooms and breakout rooms will facilitate the development and application of team-building and leadership. Common areas will build community and foster active and participatory learning by providing a collaborative environment for students, faculty, and guests.

In addition, the new building will have a career center, spaces for student activities and community events, and a student-run café. A studio production classroom will deliver quality education from a distance and host interactive discussions with senior executives at companies around the globe. Most importantly, the flexible space in the new building will permit faculty to implement new teaching techniques and transform the way knowledge is shared.

When completed, this new building will be a modern home in which business education can flourish for generations to come.

Visit <http://petertpaulchallenge.unh.edu/> to learn more. 

Paying It Forward

Dennis Yates '01G, MBA says that the Whittemore School holds a place of endearment in the hearts and minds of its alumni—and rightfully so. “I credit the Whittemore School professors for providing me with the solid business foundation and greater confidence I need to have a successful career,” says Yates, founder and president of L-Squared Integration, L.L.C., a strategic planning/consulting firm located in Portsmouth, N.H.

As president of the all-volunteer Whittemore MBA Club (WMBAC), Yates has found a way to demonstrate his appreciation as well as help those who are just now earning their graduate business degrees. The club works with fellow alumni and administrators to improve the professional quality, reputation, and leadership of the Whittemore School's MBA programs and foster productive ties among the school's graduates and management community.

One important way the group stays connected is through the club's annual scholarship contribution. Yates calls it “the most gratifying and anticipated opportunity” for members. The club's gift nearly tripled from last year to this, with receipts growing from \$3,500 to \$10,000. The success of the club—and its scholarship—depends on member support. “Over time we've created meaningful relationships with the school and former classmates,”



Dennis Yates '01G, MBA

says Yates. “It is for these reasons that I and others give back through the WMBAC.”

The Club also hosts alumni gatherings from UNH hockey games to golf tournaments and created a LinkedIn site to help engage alumni.

Since its inception, the club has grown to include all Whittemore School alumni who have earned a business-related master's degree from other institutions and now includes all Whittemore School master's degree programs as well.

The WMBAC is a New Hampshire non-profit organization with 501(c)3 IRS tax-exempt status. As a registered non-profit organization, gifts to the club qualify as charitable donations. ♻️

DEAR FRIENDS,

People practice the art of philanthropy in many different ways: sometimes financial, other times as a commitment of time, expertise, and enthusiasm. In this issue of the *Wire*, you'll read about some of the ways outstanding individuals associated with the Whittemore School share their wealth, whatever form it takes.

J. Bonnie Newman, former interim dean and University president, believes the greatest reward a person can receive is to see the impact their donation makes on the lives of the people who make our communities thrive. Well, President Newman, meet Devin Bates. Devin is putting what promises to be a stellar career on hold to join Teach for America,

an organization that strives to improve education equality by connecting college graduates with public schools in underserved areas.

Like Devin and Newman, the Whittemore MBA Club also has a strong tradition of giving back. Club members donate their time and energy to plan and host gatherings that engage alumni and raise funds for scholarship. This year, the Club donated \$10,000 to help attract the best and brightest students.

Many other alumni and students are involved in striving to make the WSBE community a better place. They serve as WSBE advisers, guest speakers, student mentors, or judges for competi-

tions such as the Holloway Prize. Ted Wheatley '76 helped to organize the Boston Executive Forum, a new way for alumni to keep in touch and learn from each other. Jenna Sheldon '90 sits on the Dean's Advisory Board and shares her experience with students, making the school a better and more vibrant place.

I hope you'll enjoy reading these stories of people from the Whittemore School giving back.

A handwritten signature in black ink that reads "Daniel E. Innis".

DANIEL E. INNIS, PH.D.
DEAN



John Murtha '75 and Ted Wheatley '76

Boston alumni launch business forums

TED WHEATLEY '76 knew that there were many UNH alumni working in the greater Boston business and professional community, but with no focal point or venue for alumni to connect in a business setting, he was having trouble locating them. The Boston Alumni Chapter had always done a great job providing ways for alumni to connect on a social level with Red Sox outings and Symphony nights, “but a specific focus on business networking seemed to be missing,” says the senior vice president of Boston-based global commercial real estate giant Jones Lang LaSalle.

With help from the UNH Foundation, Wheatley obtained the names of UNH graduates working nearby within the Financial District. One of those people was John Murtha '75, general manager of the Omni Parker House. “John and I met for lunch, realized we shared a common vision, and decided to do something,” Wheatley recalls. “We started making phone calls.

Everyone was interested and willing to participate. It was clear there was a void that needed to be filled.”

The two friends and WSBE alumni formed a committee, including Ropes & Gray attorney and UNH Foundation Board member Karen Johnson '84 and two members of the UNH Boston Alumni Chapter, Steve Pannucci '96 and Stephanie Gillen '00. They wanted to build a grassroots network that would still function under the umbrella of the Boston Alumni Chapter. After one more lunch meeting, the fledgling group decided to just “go for it” and plan the first event. All that was needed was a name for the new initiative, a meeting venue, and a guest speaker.

Thus was born the UNH Executive Forum, a name that the group felt would appeal to their target audience of alumni working in more senior-level positions. Holding a breakfast event at the prestigious Omni Parker House Hotel would provide the right image and establish immediate credibility. “John Murtha and his hotel staff—

three more of whom are UNH alumni—were invaluable, offering the flexibility that our ‘start up’ would need,” Wheatley says. The group approached Ed Fish '58, a distinguished Boston real estate developer who was about to receive the UNH Hubbard Family Award for Service to Philanthropy, and he agreed to be the first speaker. There was excitement and energy in the room amidst the networking that was taking place among alumni whose graduation years spanned four decades. “There was a contagious sense of UNH pride that swept over the room,” Murtha recalls.

The forum has hosted four events to date. Speakers have included Bob Varney '77, former regional administrator for the Environmental Protection Agency of New England and current SVP of Normandeau Associates; Andy Brickley '83 and Jack Edwards '79, the “Voice of the Boston Bruins.” Most recently, David Greenlaw '80, managing director and chief U.S. fixed income economist with Morgan Stanley, presented his economic forecast to the audience, which also included members of the WSBE student-run Atkins Investment Group.

“We’ve discovered that many alumni are looking to reconnect with UNH while considering their own particular ways of ‘giving back,’ whether it is through financial philanthropy, time volunteered on boards and committees, or mentoring,” Wheatley notes. Murtha adds that the committee invested its time and resources to reach out to friends as well as strangers to spread the word about the UNH Executive Forum and get people involved. “We’ve really enjoyed the process because it has enabled us to reconnect with old friends, meet new local UNH alumni, and make some progress toward helping our alma mater build a greater presence in the Boston area.” 

Investing for the long term

HAVING SERVED as interim dean at the Whittemore School and interim president of UNH, J. Bonnie Newman knows how critical donations are to the University's bottom line, from keeping the lights on to endowing major new research and building projects.

But Newman, who joined UNH 40 years ago as assistant dean of students, doesn't think about philanthropy as simply paying the bills.

Instead, philanthropy at its best, she says, is about making wise investments for the long term.


"Every day, I see the investments donors made years ago in the Whittemore School still paying huge dividends for students, businesses, and communities across New Hampshire and throughout the world," says Newman, a fellow at the Harvard University John F. Kennedy School of Government.

While the economy's future may be uncertain, Newman says there's no better place to see the rewards of philanthropy than at UNH.

Consider this: UNH contributes \$1.3 billion to New Hampshire's Gross State Product each year through University expenditures

and the education of a highly skilled workforce. Newman says those dollars come from investments made in University students, faculty, and alumni who harnessed their knowledge, facilities, and creative energy to help create a strong New Hampshire economy. Today, New Hampshire is weathering the recession better than other states, and is poised to emerge stronger than ever.

The endowments made by Newman and others to the Whittemore School support students with a number of scholarships and awards, allowing for greater promise for their futures, as well as the future of the Whittemore School and the University at large. These students are the individuals who will enter the workforce and make important contributions and support of their endeavors is a smart investment.

"The greatest reward UNH philanthropists at any level can see is the real impact their donations make on the lives of the people who make our state, and country, thrive," Newman says. 



J. Bonnie Newman has established an endowed scholarship for Whittemore School students.

Devin Bates '09
Economics

J. Bonnie Newman Endowed
Scholarship recipient

2009 Whittemore School
Student Excellence winner

Meet a Whittemore School Graduate

THE WHITTEMORE SCHOOL and its students have a reputation for excellence, and 2009 graduate Devin Bates is no exception. Bates has several awards, scholarships, and academic honors in tow, was a resident assistant for two years, and was most recently a business statistics teaching assistant. In a time of economic uncertainty, Bates has a well-developed plan for his future, having received both a job offer and the opportunity to work with a well-known non-profit organization.

You have been a high achiever for several years and garnered many scholarships and awards. What have they meant for you and your education?

Learning through coursework is a crucial component of the college experience, but what goes on outside of the classroom is what completes the puzzle. I sought to have a full life in the Whittemore School and in the greater UNH community.

Along the way I earned scholarships that allowed me to focus less on the financial burden of attending school and more on getting the most out of my time at UNH.

What did you study? What was the best part of your education?

I majored in economics in the Bachelor of Science program. I love economics, and I chose the B.S. track because of its quantitative focus. The best part of my education has been when professors have their students take classroom lessons and apply them to the real world.

What's next for you? How does the job market look, particularly in these tough times?

Despite the rising unemployment rate, I secured a job to work as a financial analyst for Eli Lilly and Company. I declined the offer however, as I wanted to pursue an opportunity to serve others. I was accepted into Teach for America,

and will be moving to the Mississippi Delta to teach in some of the country's poorest and most forgotten rural schools. It will undoubtedly be one of the biggest challenges of my life, but I welcome the opportunity to make a difference and apply myself in new ways.

As a brand-new alum, what words of advice do you have to incoming students?

Your education is *your* education. The most important piece of advice that I have would be to realize that you are in the driver seat—not the back seat. Get to know your professors, get to know the people around you, share your dreams, and seek out the incredible opportunities that abound at UNH. Achieving academic success, forming meaningful friendships, and gaining an education that transcends the classroom are all accomplishments that will require initiative and hard work. ∞



The Business of Giving Back

Giving back among alums is a significant factor in the Whittamore School's success. Jenna Sheldon '90 is doing her part. She has made a three-year commitment to serve on the Dean's Executive Advisory Board and finds that it is a privilege to work with the diverse, motivated group of alumni and professionals. "I accepted the position knowing that it was more of a long-term approach to making our mark on the future generations of UNH students," says the assistant vice president of talent recruitment and development for L'Oréal USA, in New York, N.Y.

Members come from a wide range of business organizations, advise on and assist with educational and research activities, maintain relationships with external constituencies, and develop necessary resources. Sheldon enjoys the work. "It is an exciting time to be involved with the Whittamore School, particularly with the momentum behind the Peter T. Paul Challenge gift," she says. "His recent commitment of \$25 million is amazing and clearly sets the stage for a new, exciting, and expanded academic experience."

Sheldon co-chairs the Student Experience subcommittee with fellow alumni Mary Donovan '90 and Dennis Yates '01. The group is

working on key initiatives that will strengthen the Whittamore School's position and ability to meet the growth and leadership goals established by Dean Daniel Innis. She finds that the committee is important because it focuses on students but also touches numerous resources within the University and in the business community.

"As a recruiter for a company in a very competitive industry, I appreciate how well the Whittamore School prepares students to succeed in today's workplace. The opportunities are here and so are the people who are invested in their success." 