Inside:

90 Years of Opportunity

A Night to Remember: The Suffolk University Anniversary Celebration

Open 24 Hours: Suffolk’s New Residence Hall
Calendar

Alumni Events

**Donahue Lecture**
Speaker: The Hon. Patti B. Saris
April 3, 4pm
Law School Pallot Library

**Law Alumni Awards Reception**
Thursday, May 1 (tentative date)
Museum of Science, Boston
Details TBA

**CLAS/SSOM Alumni Awards Reception**
April 3, 4pm
Reception
For further details on the above events, contact relations at (617) 573-8457.

**Alumni Golf Day**
Monday, July 7
Spring Valley Country Club
Sharon, MA
Details TBA
For further details on the above alumni programs, contact Jean Neenan, director of alumni relations at (617) 573-8457.

The New England School of Art & Design at Suffolk University

The following events are scheduled in Gallery 28, located at 81 Arlington Street, 2nd floor, Boston. For Gallery 28 hours, call (617) 536-0383, ext. 20.

**Ellen Banks: Art of the Fugue**
Celebrating African-American History Month with an exhibition of recent works by the distinguished Boston artist, Ellen Banks, who creates abstract paintings based on a formula derived from classical music scores, February 5 – 27.

**North Bennett Street School: Artist Books**
March 1997

**Student Exhibitions: Fine Arts, Interior Design, Foundation, Graphic Design**
April 1997

Alumni Association Travel

**British Isles & Ireland**
14 days and 12 nights: includes London, England; Edinburgh, Scotland; and Dublin, Ireland plus an optional all-inclusive, three night post-trip extension to the Irish countryside.

Dates available:
May 23 – June 5 prices start at $2,945
July 4 – July 17 prices start at $3,045

**National Parks**
15 days and 14 nights: includes Bozeman, Montana; Yellowstone National Park, Jackson, Wyoming; Salt Lake City, Moab, Utah; Kayenta, Grand Canyon, Arizona; Bryce Canyon, Zion National Park, Utah and Las Vegas, Nevada. Also offers optional one, two, or three night, post-trip extensions in Las Vegas.

Dates available:
May 26 – June 9 September 1 – 15 prices start at $2,145 (land only) and $2,625 (with air from Boston)
June 30 – July 14 August 18 – September 1 prices start at $2,245 (land only) and $2,725 (with air from Boston)

Alumni Association Travel

C. Walsh Theatre

**Collage New Music**
Under the baton of Music Director and Conductor David Hoose, Collage New Music continues to celebrate its 25th anniversary season with new works composed by Marjorie Merryman and Andrew Imrie, as well as Jacob Druckerman’s Come Round. May 4, 8pm.

**Boston Children’s Theatre**
Snow White, the classic fairy tale of a beautiful princess betrayed by an evil queen, abandoned in a dark forest, then befriended by a most unusual group of admirers. February 8, 15, 16, 18, 22. All performances at 2pm.

**The Music Man**
A bright and bouncy musical with a score that includes “76 Trombones,” “Lida Rose,” “Trouble,” and “Til There Was You.” The Music Man sets the standard for engaging family entertainment. April 19, 20, 23-27; May 3, 10. Most performances at 2pm. Please call for information.

For tickets to Boston Children’s Theatre performances, please call (617) 424-6634.

**Emmanuel Music**
Emmanuel Music continues its 1996-97 season featuring the music of Franz Schubert, which includes piano sonatas, violin and piano duets, and the string quartet “Death and the Maiden.” March 2; April 6, 20, 27; and May 11. Most concerts at 4pm. Tickets $17, $12 for students and seniors.

**Emmanuel Music: The Classical Piano**
Mesmerizing performances of the world’s most celebrated music, performed by world-class artists. April 12, 19, 26; May 3. Prices start at $20. Some performances include additional tickets for Emmanuel Music patrons at reduced prices. Please call for information.

For tickets to Boston Children’s Theatre performances, please call (617) 424-6634.

**Emmanuel Music: Emmanuel Music’s Great Performances in Concert**
An array of the world’s finest classical artists, including the VLT Quartet, performing in one of the Boston area’s most beautiful spaces. April 19, 26; May 3, 10. Each concert at 8pm. Tickets $17, $12 for students and seniors.

**Suffolk Student Theatre**
Suffolk Student Theatre celebrates its 15th anniversary season with the presentation of Little Shop of Horrors. Marilyn Plotkins directs Suffolk University students in the popular Off-Broadway and movie musical. April 8, 9 and 10. All performances 8pm. Tickets $10, $5 for students and seniors.

For further information, contact the C. Walsh Theatre at (617) 573-8680.

Advanced Legal Studies

**Emerging Issues in Law & Litigation—Annual Personal Injury Law Conference**
Friday, March 7, 9am – 5pm
Suffolk University Law School, Room 218
Tuition: $179, Alumni: $145

**Cutting Edge Issues in Family Law**
Three sessions—Thursdays, March 13, 27 and April 10, 6 – 8:30pm
Suffolk University Law School, Room 218
Tuition: $199, Alumni: $181

**Medicaid Planning: A Crime or Benefit? Elder Law Institute III**
Friday, March 21, 9:30am – 4:30pm
Suffolk University Law School, Room 218
Tuition: $179, Alumni: $145

**Trials & Tribulations: New District Court Procedures**
Wednesday, April 16, 4 – 7:30pm
Henderson House, Weston, MA
Tuition: $149, Alumni: $121

**New Opportunities in the Changing Communications Industry**
Friday, April 25, 9am – 1pm
Suffolk University Law School, Room 218
Tuition: $149, Alumni: $121

**Admiralty Law for the General Practitioner III**
Friday, May 16, 9am – 1pm
Massachusetts Maritime Academy, Buzzards Bay, MA
Room 218
Tuition: $149, Alumni: $121

**Controlling the Information Flow in Corporate Litigation—Strategies and Ethics**
Wednesday, June 11, 4:30 – 6:30pm
Suffolk University Law School, Room 218
Tuition: $149, Alumni: $121

For a complete spring 1997 course of study, please call Carole Wagan at Advanced Legal Studies at (617) 573-8627.
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Walk down memory lane with the images and voices of Suffolk alumni through the years, beginning with the heartwarming story of George Frost and Gleason Archer.

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Take a peek inside Suffolk's first residence hall, home away from home to almost 400 students from around the country and the world.

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Suffolk says thank you to its loyal supporters with a summary of fundraising activities for fiscal year 1995-96, and a listing of donors.

On the cover
Books and papers from the Suffolk University Archives.
This anniversary issue of *Suffolk* magazine is about celebration. Beginning with George Frost and Gleason Archer, we celebrate the spirit of opportunity that is the foundation of this University. Frost's part in Suffolk's founding is not well known, but as you will read, he was key to the University's early success. Also in this issue, alumni from many decades will share their memories of Suffolk on this occasion.

The emotion and spirit that filled the air September 19, the night of our anniversary, is something I will not forget. It confirmed my strong belief that the Suffolk University community is an outstanding group of individuals, proud of the education we provide. I was pleased with the great number of alumni and friends of Suffolk who came to celebrate our 90th. Many commented that the event was magnificent. I promise you that it will be the first of many such grand occasions at this institution.

With the official kickoff of the Campaign for Suffolk University, I anticipate great new things on the horizon. I would like to extend a special thank you to our alumni and friends who have responded willingly to move us closer to our goal. In this issue you will find the complete list of donors who made important annual contributions to Suffolk in 1995-96.

Suffolk University is making its mark as a strong, internationally recognized institution. I hope you feel as proud as I do about the first 90 years in Suffolk's history and that you are as excited as I am about our future prospects. As I said at the 90th Anniversary event, the celebration does not stop here. I hope that the spirit generated this year will continue, and in the year 2006, we will mark another impressive milestone—our centenary. Here's to the celebrations to come.

David J. Sargent
President
Alvan Brody. . .

I read with sadness of the untimely passing of Professor Alvan Brody. I am sure that I am one of many alumni who carry the spirit and knowledge of the law imparted by Professor Brody's dedication to his calling as an educator.

He was a fine man with a keen intellect who truly loved the law. He certainly lives on in the case law he helped mold as well as the minds of so many students who have carried on in the legal profession as trial lawyers, judges and administrators.

He certainly will be missed.

Sincerely,
Kevin J. Reddington, JD '75

Suffolk Rallies. . .

Kudos to all who played a role in providing such an entertaining and informative Suffolk University Summer 1996 Magazine to our community.

The cover immediately captured one's attention as did your feature articles and class notes—a particular favorite of mine given my three decade tenure at this institution.

I wish to take note of the account relating to John Gilpatrick, our hockey student athlete, and his answer to the challenges now encountered as a result of his on-ice accident. John is currently receiving audio computer training from Professor Jonathan Frank, both at Suffolk and at home. He anticipates returning to campus for the spring semester to enroll in two courses and then in the fall 1997, to register as a full-time student in his quest for his baccalaureate degree in sociology.

Our community has reached out to John with their prayers, good wishes and financial generosity. For those expressions he, his family and I extend our collective gratitude.

Sincerely,
James E. Nelson
Director of Athletics

A Message from the Editor

The responses to our readership survey are in, and I would like to take this opportunity to report on the results. Knowing how busy our readers are, we were delighted to receive almost 200 responses. We now have a much better sense of what you enjoy about Suffolk magazine and, in some cases, what you do not. The sections people found most interesting were, in order: University News, Class Notes, New Developments, feature articles and the calendar. We fully expected that Class Notes would top the list, but it was edged out by feature articles and the calendar.

The most consistent comment was "keep up the good work." Many people mentioned that they look forward to receiving the magazine. One alumna said, "I value receiving the magazine and set it aside for slow leisurely reading."

Another commented, "I love this magazine. It's very informative—it really brings back a lot of memories."

People offered suggestions for stories. Far and away the single greatest request was for more stories about our successful alumni. Our readers also want more stories on the faculty, today's students, university news and networking. Friendly rivalry was in evidence among the three different schools, each wanting more stories about their classmates, their faculty and their professions. We will continue to try to offer something for everyone.

Several responses mentioned that the summer issue arrived after September 19th. We're sorry that it did not get to you in time, and we will try to be more timely in the future.

Thank you to those who took the time to respond to the survey and to all our readers who care about Suffolk University, our past and our future. We will continue to work hard to produce a magazine that captures your imagination. We ask you to keep in touch. Write to us with class notes (remember to send a photo if you have one) ideas for articles and letters to the editor—keep telling us what you like and what you don't. Remember, you may send us information by mail, fax or e-mail.

Midge Wilcke
Editor
90 Years of Opportunity

George A. Frost was a native of West Newton, where he lived with his family: his wife, Louise Osborne Richards, and two daughters, Lois and Eleanor. They were summer residents of Cape Cod. Frost served on the executive board of Newton Hospital and was known as a generous philanthropist.

In 1873, at the age of 20, George Frost began working in Boston for his father’s company, Frost Brothers. Founded in 1869, the business specialized in wholesale corsets and garters. In 1875, Frost joined his father and brother-in-law as a top manager of the company. During this time the operation expanded substantially, growing from 25 employees to 100 in one year.

In 1891, by the time he was 35, Frost was named president, and the business was incorporated as the George Frost Company. Under his leadership the company was recognized nationally and internationally as the manufacturer of the “Gentleman’s Boston Garter.” Sales for this particular item were so rapid that the operation was forced to relocate to larger buildings several times. In 1906 Frost built a five-story addition atop his Tremont Street factory. By this time the number of employees had more than doubled.

Frost was a trustee and major benefactor of Suffolk University from 1906 until his death in 1936. He lived to be 83 years old.
George Frost and Gleason Archer: An Investment in Human Life

One act of human kindness and generosity at the turn of the century became the foundation upon which Suffolk University was built. This is how the story unfolded.

In 1903, after his first year at college, Gleason Archer was working a summer job at a resort on Cape Cod, and struggling to save enough money to return to school in the fall. Late one night, as Archer was carrying an armful of empty vegetable boxes, he fell, shattering his left knee on the concrete floor. The medical care that could prevent permanent disability was available only in Boston. It was this fateful accident that brought about the meeting of Gleason Archer and George Frost.

On borrowed crutches, with a small amount of money given to him by sympathetic fellow workers, Archer boarded a stagecoach in a howling gale. He was in pain, but even greater was the agony brought on by the fear that he would have to abandon his dream of finishing college. The only other passenger to board the coach was George Frost. In his writings, Archer described Frost as a "prosperous-appearing middle-aged man with one of the most genuinely sympathetic countenances of any man I had ever met—a man of distinguished appearance."

Frost was immediately interested in the young man's story, and by the time the two travelers had reached Barnstable, he was favorably impressed with the struggling young student. As a board member of Newton Hospital, Frost made a kind offer that Archer could not refuse. Archer recalled Frost's words: "I am very much interested in seeing you through this trouble . . . consider going to the Newton Hospital, I am sure that it can be arranged—and it won't cost you anything." From that point forward, Frost became Archer's patron, mentor and friend.

In the year they first met, Frost assisted Archer regularly. He paid Archer's hospital bills, settled his outstanding college debts, and began sending him $25 a month for living expenses. In 1904, according to Archer, Frost was responsible for saving the life of Archer's brother Hiram by arranging for him to undergo two operations at Newton Hospital.

Archer wrote, "during the remaining years of my college and law school courses he loaned me $2,200." Upon Archer's graduation from Boston University Law School in 1906, Frost was influential in helping the young lawyer secure a position with a prominent law firm in Boston. Later that year, Archer visited his benefactor to thank him for his kindness and to discuss repayment of the loans. To his surprise, Frost had cut the signatures off the promissory notes, and said, "This is an investment in human life, and I think you will be worthy of it. But if you ever have the chance to pass this favor along to other boys you will be doing it for me."

Inspired by his friend's steadfast belief in him, Archer had already formulated a plan for emulating his benefactor. He wrote in his memoir, "Then I told him how I had been tutoring a group of five young business men in the law of Contracts one evening each week . . . and that they had urged me to continue to teach them during the coming years. I told him of my desire to establish an evening law school . . ."

The rest is the history of Suffolk University. George Frost gladly became a principal supporter and lifelong trustee of Suffolk Law School. He counseled Archer on business matters and helped finance the growth and success of the Law School and later, the University. If not for the spirit of one man who believed in the great potential of a young student, the Suffolk we know today would not exist. "Had not I met this man . . . it is safe to say that the Suffolk Law School would never have been founded . . ." Archer said in a 1956 address on the occasion of Suffolk's 50th anniversary.

Frost's legacy, though not widely known, is still with us today. George Frost was the first in a rich history filled with men and women who believed in young students. Ninety years later, Suffolk University is still filled with the spirit expressed by George Frost—the spirit of opportunity.
"The first ninety years were marked by a period of construction and advancement and I hope the next ninety will be a fulfillment of that."  - Michael Drukman, BA '71

"I was impressed by the devotion of the lecturers and teachers at Suffolk. They were very interesting, lectured well and answered well when questioned. One of the things I will remember forever is one professor who always started his lectures with this thought: 'My dear students, iteration and reiteration will force an alien conception on a reluctant mind.'

I enjoyed my four years at the Law School and was thrilled when I graduated and thrilled again when I passed the bar and became a lawyer. Thanks to those four years, I reached success and recognition in my profession."

Thomas Wreeland Jones, first black graduate of Suffolk Law, 1915
Well, I came to Suffolk in 1927. Dean Archer was sending a letter to the American Bar Association. He hired me to type envelopes; so every day I typed envelopes. Finally he said to me, ‘Would you like to work here?’ I said, ‘Yes.’ And he said, ‘You’re here forever, Dottie.’ Those are his words exactly. . . . And I loved every minute of my job at Suffolk, every minute of it.”
"When I was at Suffolk, Mr. Munce was in charge and 'Miss Mac' was the bursar. I was busy working in the daytime, studying at night and in the summers to get my degree. I wouldn't have been able to get my degree if I couldn't go at night. That's what Gleason Archer wanted all along: he saw what needed to be done, and he did it. That's what Suffolk is all about."

"The thing I really like about Suffolk is that it hasn't changed. We developed close relationships, and the education we got was a quality education. And it still is." – John Driscoll, BS '65
Suffolk University gave me my start—the ability to get a quality education. I had to work hard for everything, and the Suffolk environment gave me the chance to succeed. As soon as I graduated, I went straight to work for an excellent company—Eastman Kodak. I worked there for 20 years and was named national sales manager in 1990. One of six kids from a working family in Jamaica Plain, I never would have had that opportunity if it wasn’t for Suffolk.

Every young student needs an entrepreneurial attitude and a sense of independence about their own destiny. Suffolk has always had that attitude.
“In the ’60s and ’70s there was a sense of things going on, of people being involved, and doing things with purpose. We had bomb scares and the anti-war movement, but we also had a real sense of people joining together with a common mission.

My father [Suffolk President Thomas A. Fulham] would have been very excited about the 90th anniversary, he would have thought it was terrific. He was always excited about Suffolk’s mission, and he would be really energized about the new Residence Hall and the plans for the new Law School building.”

“I began law school a few years after my return from Vietnam. What I liked about my education was the wide range of people in my classes. Suffolk was a school that brought together people from different backgrounds. I was with the Coast Guard at the time, and I studied with people who worked for IBM, for the courts, in politics, and with the police. Most of us came with a practical outlook on the world.

“The University is not so different today than it was 30 years ago. It gave an excellent education in 1978, and now, in 1996, it still gives a great education. Lately it seems people are talking a lot about Suffolk. The general consensus I hear is that Suffolk is really moving forward while other schools are not. Suffolk was always an excellent school. We are more visible lately, and the perceptions are positive.”

Ellen Fulham Lopez, BA ’69, JD ’77

Law School class, 1974

Suffolk men’s basketball, 1970’s

The Robert S. Friedman Field Research Station on Cobscook Bay, Edmunds, Maine, 1970’s

Student production of Under Milk Wood, C. Walsh Theatre, 1988

Suffolk student gives traditional greeting, 1970’s
"For all the educational experiences I've had, the experience I had at Suffolk was the best. It's hard to put into words because it's more of a feeling. Suffolk has a very caring environment. The people who work there put a lot of effort into their students and the professors create a congenial atmosphere. Suffolk is one of the most pleasant memories of my education, and it is what inspired me to attain my PhD."

"Congratulations Suffolk, especially for a long dedication to public service education, for which you stand tall and proud among all institutions in the Commonwealth."

- Richard Johnson, Executive MBA '88

"Suffolk's 75th anniversary, 1981"

"Newly constructed Ridgeway Building, 1991"

"Newly dedicated Frank Sawyer Building, 1995"

"Madrid campus, 1996"

"Commencement, 1996"

"Students from The New England School of Art & Design at Suffolk University, 1995"

"90th Anniversary student celebration, 1996"
Pride was the prevailing sentiment as Suffolk University celebrated its birthday September 19 with a tribute to the past, an appreciation of the present, and great plans for the future of an institution founded to provide opportunity to all. Lights glistened, music played, old friends reunited, and everyone celebrated under the stars until well into the night. Our founder, Gleason L. Archer would have been proud as more than 2,000 alumni, faculty, staff, special guests and friends converged on Pemberton Square, adjacent to One Beacon Street. It was a night to remember.

"Everywhere I go I meet Suffolk University alumni... and all of them remark about the pride they feel for having had the privilege of receiving a Suffolk University education. That is what this evening is all about," said Patricia McGovern, BA '62, JD '66, LLD (Honorary) '88, as the former Massachusetts State Senator opened the ceremonies and welcomed the guests.

McGovern was followed by Boston Mayor Thomas Menino who, in bringing official greetings from the city of Boston, said, "Congratulations on your wonderful milestone... on this 90th anniversary, let us remember the ways that Suffolk University has created opportunities for so many and how it continues to achieve its mission."

Chairman of the Board of Trustees James F. Linnehan introduced four special guests: Gleason Archer, Jr, son of Suffolk's founder; the well-known Dottie McNamara, "Miss Mac," who served the University for 47 years, most notably as bursar and director of alumni activities; Isidore Libman, JD '31, who at 93, was the oldest Law School alumnus in attendance; and Rosalie Warren, Suffolk's oldest student, 96 years young. She began her undergraduate career at Suffolk at age 75. She received her bachelor of science degree in 1980 and her master's degree in education in 1983 at age 82.
September 19, 1996

A highlight of the evening was the premiere of the video, "A Gift of Opportunity." Narrated by President David Sargent, the show was projected on a large screen at the far end of the plaza. It included still pictures, video, music and the voices of Suffolk people, telling the story of the University's first nine decades. The spirit generated by the video brought the audience to its feet in a standing ovation.

Capturing the emotion of the audience, President Sargent said, "As we celebrate this 90th anniversary tonight, the celebration does not stop here... Suffolk has had many successes over the past 90 years and we have a great deal to be proud of." He then announced the kickoff of the Campaign for Suffolk University (see story next page). President Sargent is taking the birthday celebration to alumni and friends across the country with stops in Washington, DC; New York; Los Angeles; and San Francisco.

Vice President Marguerite J. Dennis presented Suffolk with a City Council citation, lauding the University's commitment to Boston's civic and legal communities.

"As we expected, the gathering evoked a great sense of pride in people. We were delighted to see our community join together for this grand occasion," said Rosemarie Sansone, director of Suffolk's public affairs.

"This extravaganza ranks at the top of all events I have been associated with in my three decades at our University," said Jim Nelson, Suffolk athletic director.

Alumni attending the event spanned the decades and represented all three schools of the University. Some traveled from as far away as Florida and California. Special thanks go to alumni George Taylor, MPA '93 and Amy Dominici, BSJ '83, who volunteered hours of their time and enthusiasm to make this night special. Taylor played a key role in securing the elegant 90th ice sculpture display and numerous donations of food. Dominici served as an invaluable technical consultant, working to coordinate the sound and lighting logistics for the outdoor event.

Much of the credit for making the party such a success goes to all the individuals and corporations who contributed their help and services. Guests enjoyed an impressive spread of delicious food donated by local restaurants like Artu, The Black Goose, China Pearl, Commonwealth Brewing Co., Il Panino, Imperial Seafood, Maison Robert, Omni Parker House, Phoenecia, Piazza, The Red Hat, Road Trip and West Street Grille.

Masquerade and the Ray Cavichio Orchestra provided entertainment, and the Drifters, the featured performers, got the crowd on its feet.

One alumnus, Henry Selvitella BS '58, summed up the sentiments of the hundreds of alumni who attended. "This is superb, quite elegant. It's an honor to come back and see Suffolk has done so well. I'm proud of it!"
Dreams for the Future of Suffolk University

Anniversaries are a time to reflect on the achievements of the past and envisage dreams for the future. This year we have proudly looked back at our history and gathered to celebrate our milestones, and now it is time to look ahead.

Suffolk University was founded on a tradition of opportunity. Through the years, our enduring mission has been to provide opportunity by offering accessible, quality education at a reasonable cost. Always sensitive to the needs of students, Suffolk has grown and adapted as necessary. Our place in the city has been vital to our strength and has given us a strong sense of tradition.

With these essential principles, we not only have dreams for Suffolk University, but also a plan for achieving them. Our vision for the future begins with The Campaign for Suffolk University. With a goal of $25 million, this campaign is the most ambitious fundraising effort undertaken by the University in its 90-year history. Thanks to support from members of the Board of Trustees and key benefactors, the campaign has realized more than half of its goal in gifts and commitments.

This campaign will fund building construction and renovation to benefit the entire University. The new Law School building will place Suffolk University firmly on the map in the midst of the most historic grounds in the country. Improvements made to other buildings on campus will allow for expansion and progress in many programs. More than bricks and mortar, the campaign will provide the resources to build a stronger Suffolk. We hope to establish endowments for student scholarships and professorships and fund academic research centers. The campaign will help ensure that the tradition endures, that opportunity is available for the next generation of students, and that Suffolk University continues to foster academic excellence in Boston and around the world.

We invite you to take part in the future of Suffolk University. We will be hosting special events around the world, around the country and right here in Boston. Join us as we highlight the achievements of Suffolk’s past and share with you plans for its continued success. In this anniversary year, we are reminded that it is the people of Suffolk who have made it great, and we hope you are as enthusiastic as we are about the next 90 years in Suffolk’s great history.
The Search for

Value

Recent articles in Suffolk magazine have discussed the benefits of establishing a charitable remainder trust (CRT). The CRT is most appropriate when the assets to fund the CRT are highly appreciated. In this article, Suffolk alumnus Stephen Bravo, CPA, CBA, focuses on closely held businesses as highly appreciated assets and how they may be valued for income, estate and gift tax purposes.

The CRT and the Closely Held Company

The charitable remainder trust (CRT) is designed to provide an income tax deduction to the donor, avoid capital gain on the sale, generate income for the beneficiary(ies) and remove the asset from the estate of the donor (absent any wealth replacement life insurance policy). The highly appreciated assets may include real estate and common stock invested in publicly traded companies. Another asset that should be considered is the closely held company. If the fair market value of the closely held company significantly exceeds the owner's tax basis, then it may be an appropriate transfer to the CRT.

The Closely Held Company

A closely held company is a business that is in pursuit of an economic activity; namely, to make profits. In many cases, the business creates value in excess of what the tangible assets (cash, inventory and fixed assets) are worth. This excess value results from a return higher than the return expected on the tangible assets. In other words, it represents a company's intangible value from factors such as having a trained work force, an operational plant and systems in place. Intangible value can also arise as a result of name, reputation, customer patronage, location, products and similar factors that have not been separately identified, but which generate economic benefits.

How to Value a Closely Held Company

There are recognized approaches to business valuation; however, no single formula applies to every valuation analysis or type of business entity. In the case of valuing a closely held company for CRT purposes, tax law requires the standard of value to be "fair market value." Fair market value is defined as "...the price at which property would change hands between a willing buyer and a willing seller when the former is not under any compulsion to buy and the latter is not under any compulsion to sell, both parties having reasonable knowledge of the relevant facts." Business valuations, for tax purposes, are guided by IRS Revenue Ruling 59-60, which establishes the general factors that must be considered when valuing a closely held or family business: 1. The nature of the business and the history of the enterprise from its inception. 2. The economic outlook in general and the condition and outlook of the specific industry in particular. 3. The book value of the stock and financial condition of the business. 4. The earning capacity of the company. 5. The dividend-paying capacity of the company. 6. Whether or not the enterprise has goodwill or other intangible value.

7. Sales of the stock and the size of the block of stock to be valued. 8. The market price of stocks of corporations engaged in the same or similar line of business having their stocks actively traded in a free and open market, either on an exchange or over the counter.

Valuation Methodologies

There are three generally accepted valuation approaches: (i) the Market Approach; (ii) the Income Approach; and (iii) the Asset Based Approach.

The Market Approach

This approach arrives at a value by comparing the market price of stocks of companies engaged in the same or related activities, where such stocks are traded on an exchange or over the counter. The acquisition prices of entire companies, engaged in related activities, where such prices are readily, publicly available are also considered. The market data are then adjusted for any significant differences, to the extent known, between the closely held company and the publicly traded companies. A valuation multiple is then derived and applied to the closely held company's financial data.

The Income Approach

This approach assumes that the income earned will determine the value of the business. Past and present performance are relevant only to the extent they provide a basis for representative net earnings or cash flows. The estimate of value is computed by determining the amount of representative net earnings or cash flows to be generated by the business, and then dividing by an appropriate capitalization rate, or rate of return, which measures the company's financial and business risks. A company's value has a close relation to future expectancy.

The Asset-Based Approach

This approach, sometimes called the Cost Approach, is based on the economic principle of substitution, which states that an informed purchaser would pay no more for an asset than the cost of building a similar asset with the same utility. Each component of a business is valued separately, and then summed up to derive the total value of the company. The appraiser value is determined by estimating the cost of reproducing or replacing each individual asset of the business. Usually, the Asset-Based Approach cannot be used alone, because going concern businesses also have intangible value, which is not considered in this approach.

Information Needed to Value a Business

Significant and relevant information needed to value a business includes: financial statements, financial projections, fixed asset information, real property information, information on the management teams' compensation, marketing information and corporate organizational structure.

You Can Help Suffolk University

If you have a closely held company that has appreciated in value, you may use your company common stock to make a significant gift to Suffolk University which will benefit you and the University. For more information, contact Nancy Ciotto, director of special gifts, (617) 573-8444 or (800) 841-4529.
With boxes, suitcases, computers, stuffed animals and posters, nearly 400 students moved into Suffolk’s first residence hall at 150 Tremont Street over Labor Day weekend. The students and their families soon made the brand-new rooms feel just like home. Those touring the renovated building, listed on the National Register of Historic Places, expressed delight at the original green marble bathrooms, cast iron lattice work, the restored clock on the building’s rooftop, and the other accouterments.

The 11-story building, housing 85 percent freshmen, holds 35 to 40 people per floor, in single, double and triple rooms, as well as suites of rooms. At the request of the residents, all floors are coed except for the second floor, which is all female. Every room is equipped with new furniture, cable access, computer-ready hook-ups, and air conditioning. Some feature sweeping views of Tremont Street and Boston Common.

“I’ve seen a lot of dorms at other schools like BU and BC,” said Mayte Martel, a freshman from San Juan, Puerto Rico. “Suffolk’s is the greatest one I’ve seen. It’s modern, up-to-date, clean and has lots of security.” She added, “I think my room is the best because it’s in the corner and I have a great view of the Common.”

To oversee the building and the students who live in it, Suffolk hired its first director of residence life, Maureen Owen. She also supervises the resident assistants (RAs) assigned to each floor. Formerly assistant director of residence life at Emerson College, Owen hopes to bring life to the building, offering programs that create a sense of community.

Suffolk’s residence hall has attracted students from as far away as the Middle East, China, Russia and Spain. To help floormates feel more comfortable with each other and their surroundings, RAs have arranged group activities such as trips to Red Sox games and the Museum of Science, a scavenger hunt in Boston, and educational workshops focusing on topics such as stress management and safety in the city.

“One of the exciting things about this residence hall is that it offers a lot more than just a place to sleep,” said Owen. “Students can go downstairs in their slippers at 3am and use the computer lab. If it’s snowing or too cold to walk to the library, they can study with friends in the study rooms,” she noted.

Students agree that the building offers all the amenities they could want. “Downstairs we have a computer lab, a laundry room, and nice recreation rooms with pool tables, ping-pong and a big-screen TV with cable,” said Martel.

Joe Murphy, a freshman from Hudson, MA, particularly likes the location of the building. “You can easily get anywhere in Boston from here by walking or public transportation,” Murphy said.

In its first months of operation, the building has run smoothly. Some components, like a fitness room on the lower level that is awaiting finishing touches, will be fine-tuned during the spring semester. Owen feels that the problems have certainly been manageable. “There are bound to be some things that won’t be solid in a new place. It will take some getting used to and some patience on the part of everyone,” she said.

Tim Michalkowski, a sophomore from Meriden, CT, feels that Suffolk has anticipated and addressed efficiently the needs of resident students. “They’ve really been helpful. If you have a problem, there’s a student advisory line you can call. Yesterday, we had an advisor in our cafeteria helping students with their schedules. Suffolk has gone the extra distance to make us comfortable.”

Having almost 400 students living on campus has been a big change for Suffolk, a change that many students feel has been a positive one.

“It has definitely changed the school,” said Michalkowski. “It brought Suffolk to a new level. There’s more diversity on campus and more people who are around 24 hours-a-day who are more likely to get involved in activities and student organizations. They bring life to the school.”

This year has been an exciting, pivotal year in the history of Suffolk University. The opening of the first residence hall is a major step toward a future filled with many more exciting and challenging firsts.
S$75,000 Grant from the Boston Foundation

The Boston Foundation, known for funding community and neighborhood projects, makes few grants to higher education and ordinarily does not support legal services. However, the foundation was attracted to Suffolk's Legal Services Clinic in Chelsea because our law students are helping to stabilize the neighborhoods in Chelsea and Revere.

By providing free legal services, the clinic is helping to prevent homelessness and protect battered women and their children. Located in a storefront on Broadway, the clinic is easily accessible to clients who may seek help without an appointment. Serving a large Hispanic population, it is one of the few legal clinics in the country where clients are greeted by a bilingual receptionist and are counseled in Spanish by law school students and faculty members.

There is a tremendous need for free legal services to the indigent, and Suffolk's legal clinic is making a difference in the lives of children and families in Chelsea and Revere who struggle every day with the burdens of poverty, homelessness and physical abuse.

The clinic receives additional funding from the Massachusetts Bar Association and the Noonan Memorial Fund administered by Fleet Investment Services.

Suffolk Establishes George Frost Society

In celebration of its 90th anniversary, Suffolk is establishing an association named for Gleason Archer's benefactor, George A. Frost. A Boston businessman and philanthropist, Frost made it possible for Archer to study law and eventually establish Suffolk University. He once called this "an investment in human life." (See story on page 5)

The George Frost Society will honor those who reach beyond their own lives to ensure the gift of opportunity for future generations by including the University in their estate plans.

Membership is open to alumni and friends who have confirmed bequest provisions for Suffolk; have designated Suffolk a beneficiary of a life insurance policy, retirement plan, or trust; or have entered into a life income plan for the University's benefit. All members will, with their permission, be listed in an annual publication, be invited to special events, and receive information about Suffolk's progress.

To learn more about the George Frost Society, contact: Nancy Cioto, director of special gifts, Suffolk University, 8 Ashburton Place, Boston, MA 02108-2770, or call (617) 573-8444.

McLaughlin Memorial Golf Tournament and Fellowship

The first annual Paul R. McLaughlin Memorial Golf Tournament was a huge success and a great tribute to the memory of the highly esteemed assistant attorney general and 1981 Suffolk Law School graduate. Organized by alumnus John J. Burke, JD '92, the tournament was held in July 1996. Drawing nearly 300 golfers and 500 guests for dinner at the Ponkapoag Golf Course in Canton, the event netted over $60,000 in proceeds to fund an endowed fellowship in McLaughlin's name.

At the family's request, the Paul R. McLaughlin Fellowship will support a summer internship for a Suffolk Law student. The recipient may choose to work in the Attorney General's Office, the Suffolk County District Attorney's Office, or with another office of the criminal justice system in the Commonwealth of Massachusetts.

The goal of this annual tournament, according to Burke, is to sufficiently fund the fellowship so that, "we can guarantee that Paul's legacy and sacrifice will be forever recognized."

The 1997 Tournament is June 30 at Ponkapoag Golf Course. For more information about the Fund or the Tournament, contact Karl Kussin, director of development, at (617) 573-8454.
Donation Funds Interactive Classroom

Michael S. Smith, BSBA '61 and his brother Larry E. Smith, BSBA '65 may live in Florida, but their hearts are still in Boston. Born and raised in Chelsea, both are graduates of the Frank Sawyer School of Management. As part of the Campaign for Suffolk University, they have made a special gift to fund a Sawyer School renovation, establishing the Smith Executive Case Discussion Classroom. The refurbished, tiered case discussion room will be used by undergraduate, graduate and executive business students. Fully wired to allow for interactive teaching, the room will be equipped for multimedia presentations, video conferencing and distance learning.

The Smiths have been steadfast benefactors of the University. Several years ago, they created a scholarship fund in memory of a close childhood friend and Suffolk classmate, Sheldon Cohen, who was killed in Vietnam. The brothers are recipients of an award from the General Alumni Association recognizing their continuing service to their alma mater.

Annual Fund and Phonathon 1996-97

This fall you may have received a call from a Suffolk student Phonathon worker. Their dedication and hard work have been key to the success of the University's Annual Fund efforts. The Fall Phonathon was kicked off on September 23 and concluded on December 5. As of November 1996, the effort had generated $262,189 in pledges from 4,100 donors—a total of 7,892 alumni had been contacted. As of December 1996, the Phonathon increased 67 percent in pledges raised and 46 percent in number of donors, over last year. The Phonathon goal for 1996-97 is $300,000.

The pledge drive for Senior Challenge is taking place October 23-April 11. To participate, students make a three-year pledge totaling $90 to the Trustees' Scholarship Fund. They will not be billed until the fall of 1997 and have until June 30, 1998, to complete their first payment of $30.

Recipients of the Trustees' Scholarships will be notified that members of Class of 1997 sponsored their award. By participating in Senior Challenge, the Class of 1997 is taking advantage of an exceptional opportunity to leave a legacy for future Suffolk students. They are the first graduating class to institute this program and will set the mark for succeeding senior classes at Suffolk University.

The Parent Giving Fund and Senior Challenge '97

Two new fundraising initiatives are bringing added support to the overall development effort at Suffolk University. The Parent Giving Fund was launched with the help of freshman parent co-chairs David Galloway and Barbara Coffey-Galloway. They hope to raise $30,000 in the first year. As of December 1996, contributions from parents totaled almost $5,000.

In October 1996, the Class of 1997 launched Senior Challenge '97, a program that encourages current seniors to help future generations of Suffolk students finance their educations. The Class of 1997 hopes to raise $10,000 for the Trustees' Scholarship Fund which will help students in need.

A Challenge Committee of 30 seniors and a representative from the Office of Development and Enrollment are coordinating the fund-raising effort. Collectively, the students are working toward one goal: to achieve as much participation as possible from their class. As of November 1996, Senior Challenge '97 had generated $2,880 in pledges from 32 students.

The Executive Director of Development Dina Roberts McCarley is pleased with the results and enthusiastic about meeting the goals for the Phonathon and Annual Fund. "So far this year, early results during this critical campaign mode are looking very promising," she said. As of January 1997, from all annual fund sources, dollars and pledges equaled $289,112. This amount is $100,000 ahead of the January 1996 total.

The Spring Phonathon is scheduled for January 27-April 10, when student callers will be back at work reminding donors to fulfill their pledges.

Volunteers help with the annual Phonathon.

(From left) Dina R. McCarley, executive director of development; Barbara Coffey-Galloway, co-chair of the Parent Giving Fund; and Karl Kussin, director of development
Cornel West Delivers Lowell Lecture

Cornel West, author of the best-selling book *Race Matters* (Beacon Press) and professor of religion and Afro-American Studies at Harvard University, spoke on the topic "Race Matters" on October 2 at the C. Walsh Theatre. As part of Suffolk University's Lowell Lecture Series, West's lecture represents the third discourse on the theme "Stemming the Tide of Violence in the United States and Beyond."

West described the atmosphere of violence that is pervasive in America as "an attitude where dishonesty, or 'getting over' at any cost, has become a way of life." By citing scholarly references from our earliest recorded history and literature, West chronicled how violence has become ingrained in American life.

Other featured speakers at Suffolk to address the theme of "Stemming the Tide of Violence" have been Alvin Poussaint of Harvard University Medical School, and playwright, author and actor Anna Deavere Smith. The Lowell Lectures are funded by a grant from the Lowell Institute.

Nurturing Student Leaders

Student leadership and involvement is thriving on campus. Part of the reason for their growth is Leadership for Life, a program sponsored by the Office of Student Activities. The program assists Suffolk students in developing their leadership talents and abilities, while improving the campus organizations to which they belong, enriching the educational experience for everyone. Created in 1994 by Lou Pellegrino, assistant director of Student Activities, the program is having an increasing impact.

"We are strengthening our campus while strengthening our leaders. Students who get involved tend to do better academically and learn more outside the classroom. This helps students after they graduate, no matter what they choose to do," said Pellegrino.

Leadership for Life components have included a series of workshops, an outdoor weekend retreat, multicultural leadership summit dinners, a resource library and regular brunch meetings. The program has grown in number of activities and in numbers of students involved. Pellegrino estimates that on a regular basis, approximately 50 students attend the brunch meetings held every other Friday.

Pellegrino is particularly pleased with the multicultural summit dinners, which are held approximately seven times during the academic year.

Lech Walesa Speaks at MBA Association Forum

Lech Walesa, former president of the Republic of Poland and 1983 Nobel Peace Prize laureate, addressed a public forum at Faneuil Hall in Boston October 20. His speech, which was sponsored by the MBA Association of Suffolk University, touched upon several themes—the role of the North Atlantic Treaty Organization (NATO), the economy of the European Union, the role of the United States in the 21st century, and the need for a universal application of values.

Ladislav Lesanek, president of the MBA Association at Suffolk, offered introductory remarks. Dean of the Frank Sawyer School of Management, John F. Brennan, introduced President Walesa.

"It is appropriate that you are here in this place, the cradle of liberty," Dean Brennan said. "It recalls a time in our history, when we, too, lived under a tyrant and under oppression, which gave rise to our hard-won freedoms."

"The diversity on our campus is definitely an asset. Our cultural organizations are some of the strongest organizations on campus. They have some of the best leaders, who are getting things done and making positive contributions," he said. "Bringing these different groups together so they are not isolated can only make them stronger, more ethical leaders."

Students engaging in team building at the annual Leadership for Life retreat.
Walesa urged U.S. intervention to help his country's unstable economy. "We would have low unemployment if your American generals would visit Poland—General Motors and General Electric," said Walesa through an interpreter, exhibiting his characteristic wit and wisdom.

Walesa called for a strengthening of NATO security forces and for the evolution of what he termed "the United States of Europe," a vision for democracy that would inspire "all people and especially young people who have not yet been tarnished by life." Walesa made an impassioned plea for the return of basic humanistic and religious values to daily and political life.

"If it weren't for my faith in God," Walesa said, "I wouldn't be here today."

The MBA Association Leadership Award was conferred upon President Walesa following a brief question-and-answer session with the audience.

**Suffolk Students Named to National Organization**

Four Suffolk students were selected to leadership positions on the executive board of the Boston Metropolitan Student Chapter of the National Association of Black Accountants (NABA). The students, Anthony Ross, president; Gabriel Barber, vice president; Ann Montlouis, treasurer; and Tatiana Vales, secretary, are accounting majors in the Frank Sawyer School of Management. In October they represented Suffolk at the NABA career conference in Stamford, CT.

The chapter also has chosen Sawyer School Professor Gail K. Sergenian as its faculty advisor for the 1996-97 academic year. NABA, founded in 1969, strives to address common problems faced by African-American professionals in the accounting industry. One of the primary goals of NABA is to unite minority accountants and accounting students maximizing their career potential.

**Threads of Hope Portrayed in Chilean Tapestry Exhibition**


The title of the collection refers to a book written by Chilean-born Professor of Spanish and Latin American Studies at Wellesley College, Marjorie Agosin. The book is a tribute to the Chilean women Agosin interviewed over 20 years who lovingly stitched together patchwork tapestries. With scraps of fabric and burlap, the colorful works, or arpilleras, depict scenes which commemorate relatives and loved ones who "disappeared" during the oppressive regime of General Pinochet from 1973 to 1989. The mothers, sisters and daughters members of the Association of Families of Detained-Disappeared who made the tapestries challenged the official history of their country and have kept alive the memory of the missing.

Arpilleras means burlap in Spanish, referring to the backing cloth for the tapestries, which was often burlap feed or grain sack. The trafficking of arpilleras is an underground activity, but continues to grow despite the government's efforts to stop it. Smuggled to Chile to be sold to assist the poverty-stricken women, the tapestries have become a poignant commentary on social history, thanks to Agosin.

She writes, "It is important to examine how women have managed to survive under drastic dictatorship, how they kept going, how they stayed whole and human."

Agosin's book, which serves as the catalogue for the collection, was translated by Suffolk professor of Latin American Studies and co-curator Celeste Kostopoulos-Cooperman. The University took the opportunity to hold special events and educational programs related to Latin American history in conjunction with the exhibit.

**Homecoming: A Celebration of Diversity**

It was truly a family atmosphere as alumni, former faculty and administrators returned to Suffolk for "Homecoming: A Celebration of Diversity at Suffolk University." The event was part of the University's year-long 90th anniversary celebration.

An opening reception was held in the lobby of the Frank Sawyer Building where guests were welcomed by President David J. Sargent and Sharon Artis Jackson, assistant to the president and director of multicultural affairs. Following the reception, alumni attended meetings of various multicultural campus organizations.

The highlight of the evening was a dinner featuring multi-ethnic cuisine and entertainment by the African dance troupe Dibinga, Chinese storyteller Li Min Mo, and the Latin American music group Inca Son. The master of ceremonies for the program was Durrell Fox, BSBA '88, a former president of Suffolk's Black Student Association.

Awards were presented to Nique Fajors, BSBA '89 and Andrea Spears, BA '88, JD '93. They were honored for outstanding professional achievements and contributions to enhancing cultural diversity at Suffolk.

Nique Fajors, after graduating from Suffolk, earned an MBA from Harvard Business School. He is currently executive vice president of New York-based Digital Telemedia, Inc. (DTI) a World Wide Web service company. He is also creator and executive producer of an educational video titled "The Invisible Men."

Andrea Spears is employee relations manager for the City of Cambridge. She has served prior as the pardon coordinator for the Commonwealth of Massachusetts Parole Board. While a student at the Law School, she served as vice president of the Black Law Students Association and during her undergraduate years served as secretary, then president, of the Black Student Association.
Family Weekend: A Growing Tradition
A new tradition is building at Suffolk University—Family Weekend. For the second year in a row the University hosted the weekend, coordinated by the Office of Student Activities. The event brought more than 200 guests to campus.

"We had a great turnout for the festivities, and the students and their parents were very enthusiastic," said Assistant Director of Student Activities Jeannette Hixon. "I anticipate each year the numbers will grow as Family Weekend becomes part of the Suffolk tradition."

Activities included a jazz performance on Friday night. On Saturday guests attended workshops presented by Suffolk faculty and administrators, a reception with President Sargent and Dean of Students Nancy Stoll, and a New England open house in the Ridgeway Gymnasium. The highlight of Sunday was brunch aboard the Spirit of Boston as it cruised Boston Harbor.

Kuwaiti Experts Commend Suffolk
At an October 30 seminar sponsored by Suffolk University's Center for International Education, two Kuwaiti experts credited Suffolk University with assisting to restore their Arab nation. The seminar was titled "Kuwait at the Crossroads."

"The aggressions inflicted by Saddam Hussein against Kuwait during the Persian Gulf War have left deep scars," said Dr. Basheer Al-Rashidi, chairman of the Social Development Office in Kuwait, speaking before an audience of 150 people at the Massachusetts State House. "We are busily working to heal our people and to rebuild our government and society."

Dr. Al-Rashidi said that courses taught by visiting Suffolk University faculty and administrators in Kuwait since 1993 have helped the nation and its people effectively cope with the devastation, enabling them to look to the future with hope.

"Suffolk University has been a pioneer in helping the Kuwaiti people deal with the problems of the Gulf War," he said. "With Suffolk's help we are attempting to fulfill three goals, namely, screening, treatment and rehabilitation for individuals, families and the greater Kuwaiti society," he said.

Mr. Saad Al-Barrak, managing director and general manager of the International Turnkey Systems in Kuwait, spoke about the business climate in Kuwait.

"The future looks bright. A new economy is taking shape. As we recover from the Gulf War, we intend to prosper, to improve our business potential, and to contribute to the global economy."

Fidelity CEO Speaks at Ford Hall Forum
The Frank Sawyer School of Management launched its yearlong series of "Corporate Statesman Seminars" by co-sponsoring the Ford Hall Forum, which featured renowned financial services innovator Edward C. Johnson, III. His lecture was titled "Fidelity Investments: Managing a Growing Company."

Johnson is chairman and chief executive officer of Fidelity Investments, the nation's largest mutual fund company and a leading brokerage firm. Under Johnson's leadership, Fidelity's customer assets have grown from $3.9 billion to $400 billion. Fidelity Investments was founded in 1946 by Johnson's father, Edward C. Johnson, II.

The collaboration with Johnson is another example of Suffolk's reciprocal relationship with Fidelity Investments. Hundreds of Suffolk alumni are presently employed by the company, while several of Fidelity's executives serve as adjunct faculty members and advisors to the Sawyer School of Management's Advisory Councils.

World Trade Center CEO Speaks at Career Week
In conjunction with Career Week, Suffolk University invited John Drew, president of The John Drew Company and president and CEO of the World Trade Center—Boston, to speak to students, faculty and alumni this fall. Drew discussed the international marketplace, its impact on the Massachusetts economy, and ramifications for future career opportunities.

"The concept behind the World Trade Center Association was to get cities to commit to international trade as a means of fostering cultural exchange and diversity by bringing different countries and cultures closer together through an economic vehicle that is beneficial to all businesses and countries involved," Drew said. As a result of the World Trade Center's efforts, various trade programs have been developed, with an emphasis on how to generate successful trade missions between member nations.

Other Career Week activities included resume workshops, mock interviews, job search techniques on the internet and a "Dress for Success" fashion show. Other speakers were Massachusetts Senate candidate Michelle Flaherty, BA '73, who spoke on "Women in Leadership," and career consultant Ken Lizotte whose presentation was titled "Catching the Next Wave in Your Career."
Suffolk's Peterson Tops Nation in Division III Softball Stats

Suffolk softball player Erica Peterson of Medford compiled a spectacular set of statistics for the 1996 season, topping the NCAA Division III softball leaders in four different categories. The junior second baseman led the nation in homerun percentages with seven, runs batted in with 47, doubles with 15, and with a total slugging percentage of .556 and was 18th in triples percentage with five.

Peterson's hitting was the big factor in Suffolk winning 12 of its last 13 games and capturing the Great Northeast Athletic Conference tournament in New London, CT. The Suffolk women defeated Norwich University 4-3 in the tournament's opening round and shut out Coast Guard, the pre-tourney favorite in the championship game 3-0.

Peterson's versatility is evidenced by the fact that she has played third base, shortstop and second base during her Suffolk career. She was selected for the Great Northeast Athletic Conference's all-star team and was a second team ECAC Division III All-Star.

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Law School

Steven Ferrey was the featured speaker at a symposium sponsored by the Massachusetts Building Owners and Managers Association (BOMA) in August 1996. He spoke on the topic of electric power deregulation.

Dwight Golann published a book, Mediating Legal Disputes (Little Brown Publishers, September 1996). He had several speaking engagements, including a seminar on “Psychological Issues in Negotiation,” for the ADR Committee of the Boston Bar Association, and a program on “Evaluation in Mediation,” to the ADR section of the American Bar Association in Orlando, FL. He also served as chair of the ABA’s Committee on Consumer Financial Services in Orlando, and moderated a session of the annual meeting of the American Financial Services Association in San Francisco, CA.

Charles Kindregan served as the reporter for the National Conference on Family Violence sponsored by the Association of Family and Coalition Courts in September 1996. He also acted as discussion leader and lecturer for a retreat of Massachusetts probate court judges held in November 1996. The second edition of his four-volume book of Massachusetts family law was published in August 1996.


Jenny Rivera presented her paper, “Sharing War Stories: Transnational Approaches to Strategizing Against Domestic Violence,” at the joint meetings of the Law and Society Association and Research Committee on the Sociology of Law International Sociological Association held in July 1996 at the University of Strathclyde, Glasgow, Scotland.

David Romantz participated in a panel discussion this past summer held by the American Bar Association Central and East European Law Initiative (ABACEEIL). ABA-CEELI is an organization dedicated to helping the emerging democracies of Central and Eastern Europe reform their constitutions and courts. The panel was asked to analyze and comment on a proposed statute which reformed the Republic of Georgia’s Office of the Public Prosecutor.

College of Liberal Arts and Sciences

Deirdre Barrett, Psychology, had her book Trauma and Dreams published by Harvard University Press in October 1996.

Jon Bekken, Communication and Journalism, presented a paper, “Feeding the Dinosaurs: Economic Concentration in the Retail Book Industry,” at the Association for Education in Journalism and Mass Communication in Anaheim, CA. He also presented several papers on the topic of Chicago newspapers; “The Third Most Valuable Newspaper Property in Chicago: A History of the Chicago Journal” was presented to the American Journalism Historians Association, and “People’s Newspapers and People’s Cultures” was presented to the Union for Democratic Communications. His article, “Crumbs from the Publisher’s Golden Tables: The Pight of the Chicago Newsboy,” will appear in the next issue of American Journalism.

Linda L. Brown, Drawing/Painting, displayed her work at the HERA Gallery in Wakefield, RI, this past October and November in a curated show entitled “Metaphors of the 20th Century.” In addition, her live-work studio space was prominently featured in the “At Home” section of the October 17 edition of the Boston Globe.

Peter Burn, Biology, was re-elected president of the Marine Studies Consortium, an association of 17 colleges organized to offer multi-disciplinary courses and public policy workshops in marine-related fields. He will also serve as the 1996-1997 chair of the Coastal Resources Advisory Board, a 15-member citizen’s group appointed by the governor to advise the secretary of Environmental Affairs on coastal issues.


Spotlight

Professor of History David L. Robbins is the author of a new book about Suffolk University, The History of Suffolk University 1906-1996. Unveiled at Suffolk’s 90th anniversary, the book summarizes research begun in 1979 as part of the Heritage Committee Project, lead by Robbins. The 258-page hardcover book discusses the location of Suffolk, its founder, Gleason Archer, the establishment of the three schools, the social history of the University, and sketches of notable people in Suffolk’s ninety-year history. To obtain a copy of Suffolk’s history book, call the Suffolk University Bookstore at (617) 573-8218 or (617) 227-4086.

"A first-floor apartment in Rowbury was quickly located, and there, at 6 Alpine Street, the first classes of ‘Archer’s Evening Law School’ took place on September 19, 1906. That warm night as the lecture closed, all nine auditors were glued to their seats—by the new varnish on Archer’s second-hand chairs. Once they tore themselves away, however, word spread that there was something more than varnish holding men to their places in the young educator’s front room. Gleason Archer had found his life’s work.”

— excerpt from The History of Suffolk University 1906-1996
Jennifer Fuchel, Computer Graphics, recently exhibited her fine art drawings and paintings in an eight-person, one-day art exhibit in Lexington. All of the exhibitors were part of the Vine Street Irregulars, a group of independent artists who gather weekly to paint and draw.

Audrey Goldstein, Drawing/Painting, will participate in the open studio exhibition at Artistspace in Wellesley, in March 1997.


Lydia Martin, Drawing/Printmaking, presented her work at Gallery Alexis in Philadelphia, PA, in July 1996, in an exhibition entitled “Contemporary Realism.” She has also been contracted for the upcoming 1998 Women Artists Calendar.

Steven Novick, Design, had his sculpture included in a group show “Artists Invite Artists,” at Kingston Gallery in Boston during December and January. He will have a solo exhibition of his sculpture at the Kingston Gallery in March 1997.


Gerald Peary, Communication and Journalism, was elected to FIPRESCI, the International Association of Film Critics. He writes a weekly column entitled “Film Culture” for the Boston Phoenix.

Irina Peterburgsky, Mathematics and Computer Science, delivered two papers at the International Congress on Industrial and Applied Mathematics in Hamburg, Germany: “Extremal Problems for Hardy Spaces in Bidisk”, and “Implementing Calculus Courses for Life Science Students.” Her papers, “The Taylor Coefficient Problem for Banach-space-valued Bounded Analytic Functions,” and “Extremal Problems for Hardy Classes of Banach Space Valued Functions and the Geometry of the Space of Values,” were recently published in the journal, Complex Variables. She was a panelist in a discussion entitled “How Should We Focus Undergraduate Mathematics Education?” and also delivered a paper, “Power of Motivation: Developing Students Initiative in Math Classes and its Rewarding Benefits,” at a meeting of the American Mathematical Society. Professor Peterburgsky also participated in a Colloquium on Research in Mathematics and Science Education at UMass—Lowell.

Pradeep Shukla, Mathematics and Computer Science, presented a paper entitled “Cohen-Macaulayness for SLn and SON Actions,” at a recent meeting of the American Mathematical Society, in Orlando, FL.

Dan Stefanescu, Mathematics and Computer Science, presented papers at several international conferences. His paper, “A Compiler for BSP-L: A Programming Language for the Bulk Synchronous Processing Model,” was presented at the IEEE-TENCON in Singapore. At the IFIP World Computer Congress in Hamburg, Germany, he presented “H-BSP—A General Purpose Parallel Processing Environment.” His paper, “Supporting Multiple Evolving Compilers,” was given at the International Conference of Software Engineering and Knowledge Engineering in Riga, Latvia. “An Equational Framework for the Abstract Flow Analysis of High Order Functional Programs,” was presented at the LISP and Functional Programming Languages Conference in Orlando, FL.


Frederick Wilkins, English, published the latest edition of the Eugene O’Neill Review, in which Bette Mandl, also of the English Department, served as a guest editor for the issue that discussed O’Neill and gender.


Frank Sawyer School of Management

Sumer Aggarwal, Management, will present a paper, “Trends and Critical Contents of a Core Operations Management Course for Fast Changing Industrial and Economic Environments,” at the INFORMS national 1997 meeting. The paper, based on an international survey research questionnaire, will be published in a forthcoming issue of Business Horizons.

Clarence Cooper, Public Management, was honored for serving as chair of the Advisory Board at the Academy for Public Service, a national academies program which is funded by such corporations as Poloroid and American Express.

Morris McInnes, Accounting, was presented an award in October 1996 which acknowledged his work as chair of the Academic Relations Committee of the Boston Chapter of the Financial Executives Institute (FEI). The award, presented by the national president of FEI, Norman Roy, recognized Boston as having the best academic relations program in the country. FEI is the professional association of senior financial executives in the United States and Canada. Professor McInnes has been a member of the board of the Boston Chapter since 1994.

Peter Nowak, Executive Programs, presented “Strategy and Tactics for Marketing Executive MBA Programs” at the AACSB Executive MBA Council conference held in Chicago October 1996. Co-presenting with Nowak was Ed Wilson, director of the Executive MBA program at Northwestern University. The Executive MBA Council is a national group of Executive MBA programs with 118 members.


The Era of the Boundaryless Career

W e used to think that single companies could offer lifelong careers. The logic of vertical coordination—and of job grades, promotions, demotions, and so on to service that logic—was everywhere. So too was a logic of orderly levels—the worker, the firm, the industry, the nation—where each level was only thought to matter within the next. For better or worse, the thinking behind what John Kenneth Galbraith labeled the "industrial state" contributed to a shared assumption of permanent employment among people and the firms that provided work. The assumption was reinforced by an array of political and social commentators who cared, one way or another, about career effects.

Today's reality is very different. The median employment tenure for all US workers is just four and a half years, and just six years for managers and professionals. In Japan, the supposed bastion of lifetime employment, the median for male workers is only eight years. Firms of fewer than 500 employees—the antithesis of the old ideal of large, secure corporations—account for 56 percent of US private sector employment, predicted to rise to 70 percent by the year 2000. Patterns of new job creation confirm a trend of small firms adding to, and large firms subtracting from, the pool of career opportunities. Large firm decentralization into autonomous departments—frequently expected to compete directly with outside suppliers—adds a hidden small firms effect. The logic of the industrial state is no longer defensible.

The Boundaryless World

The new logic is a boundaryless logic, where neither firms nor their employees defer to the rigidities of the old assumptions. Consider, for example, California's Silicon Valley. Over the past 20 years, the Valley has far outstripped its Massachusetts Route 128 counterpart in both economic performance and new job generation. It has done
so by encouraging both people and firms to experiment and learn through continual recombination of local knowledge, skills, and techniques. The Valley's social and institutional fabric encourages persistent movement of people and information, lending support to both companies and careers that know no boundaries.

Or consider independent film-making, demonstrably superior in both productivity and innovation to the old studio film-making approach. Its success stems from work being organized around projects and informal personal networks, rather than around traditional hierarchies and human resource departments. This project-based organizing obliges individuals to cultivate reputation and informal contacts, and to take personal responsibility for seeking experiences that maintain and extend their skills. Like the Silicon Valley, the independent film-making example reflects a shift to what my colleagues and I call "boundaryless careers." Both examples are harbingers of what's to come, and what's to be celebrated, in the new economy.

**A Global Phenomenon**

What we are witnessing is a global phenomenon. Communities of small European firms outcompete vertically integrated large firm rivals. Industrial state interpretations of Japanese success (remember "Theory Z"?) founder against reports of small firm communities underlying that country’s innovation. More broadly, what the World Bank describes as the East Asian “economic miracle” has evolved largely through dynamic small firm employment and lively inter-firm relations. Harvard’s Michael Porter now sees the “Competitive Advantage of Nations” stemming from industry clusters of firms, and from employment mobility within them.

Back home, another leading management writer sees “Intelligent Enterprise” as involving wholesale disaggregation of established firms and the “voluntary” association of capable people “who don’t have to work for a particular company.” Both authors of *In Search of Excellence*, an early 1980s celebration of once dominant large manufacturing firms, have come out firmly in favor of habitual career mobility instead of any pretense to job security. The argument states that the best jobs, those with the highest learning component, are those with the least job security of all. Guru management consultant Peter Drucker has reversed his 50-year-old position that firms should take responsibility for their employees’ social welfare.

**Pendulum or Paradigm Shift?**

There are some who say that what we have experienced is a temporary phenomenon. They argue that the data, for example on the collapse of large firms and the growth in the number of small firms, have been exaggerated. Economies need a healthy base of core firms, and of traditional employment systems within those firms. A related argument sees a bifurcation in learning and income opportunity between privileged and underprivileged workers, and a social obligation to support the latter group. Both arguments can suggest a renewed focus on employment security, and in turn on employer firms as custodians of workers’ careers. Such arguments underlay recent reports, such as *The New York Times* “The Downsizing of America,” even though that report was largely discredited by the President’s Council of Economic Advisors.

In contrast to those seeking to turn back the clock are those who see technological and global forces continuing to dismantle corporate or government empires, and the careers they once hosted. A related theme is one of paradox, whereby people will have greater freedom to act on their own but fewer external rules by which to act. Multiple new crafts, for example among medical technicians, are already responding to the new employment realities, as are emerging new forms of employment contracting, and recent congressional initiatives on health care—but not yet on pension funds—transferability.

**Ring in the Knowledge Society!**

The recent changes are symptoms of a broader shift from an “industrial society” to a “knowledge society.” The knowledge society invites us to celebrate what most of us have been conditioned to criticize. That is, to celebrate horizontal communication and intercompany mobility that were, and still too often are, frowned on under traditional assumptions. In the knowledge society it is simple economic sense that the faster the pace of learning, and the more deeply into the work force that learning is pursued, the more prosperous will a country emerge. It is also simple economic sense that the pace of change discounts old hierarchical approaches. New, adaptive systems rest upon the adaptive behaviors of the people around whom those systems unfold.

Finally, the knowledge society invites us to think anew not only about the effectiveness of employment arrangements but also about their morality. How can we, as participants in the knowledge society, defend keeping people in jobs where they are no longer learning? Or how can we deny people access to others from whom they can gain new learning? Both practices, common under the industrial state model, explicitly leave a person less employable than before. The old debate about the “right to work” becomes a new debate about the right to learn. We can, and must, do a better job for people's careers—boundaryless careers—than we have in the past.
Law School

54: The Hon. Walter E. Steele, JD, has retired as superior court justice in New Bedford.

55: Harold Cohen, JD, has been named 1996 Man of the Year by the New England Sinai Hospital and Rehabilitation Center in Stoughton. Cohen is a past president and director of the Suffolk University Law School Alumni Association.

57: The Hon. Robert V. Cauchon, JD, has retired as chief justice of the Massachusetts Land Court.

60: Gerard F. Doherty, JD, and his wife, Marilyn, have been honored by Malden Catholic High School with the dedication of the school's gymnasium in their names.

64: Arthur P. Murphy, JD, senior partner in the law firm of Murphy, Hesse, Toomy & Lehane, has been elected a fellow of the College of Labor and Employment Law, a non-profit organization established by the American Bar Association to honor outstanding career professionals in the field of labor and employment law.

67: Alexander A. Bove, Jr., JD, was named 1996 Estate Planner of the Year by the Boston Estate Planning Council.

Paul D. Lewis, JD, has been named first justice of the Boston Juvenile Court.

68: Francis S. Moran, Jr., JD, has been named executive director of the Boston Bar Association to chair the ABA's standing committee on armed services law.

Michael T. Stella, Jr., JD, was appointed presiding justice of the Lawrence District Court.

Andrew C. J. Meagher, JD, has been named a full partner of Wolfson Keanan Cotton & Meagher, a Worcester professional association.

69: The Hon. Marc Schumacher, JD, was appointed a circuit judge in Dade County, Miami, FL. Previously he had been an elected county court judge.

72: Patrick J. Brophy, JD, captain of the Sheriff's Department Civil Division in Putnam County, Carmel, NY, has been appointed undersheriff for that county.

73: Norman E. Brunell, JD, announces the reopening of his law firm, Brunell & Associates, in Los Angeles, CA. He was formerly with the Los Angeles firm of Robbins, Berliner & Carson.

74: Nicholas J. Chapman, JD, announces the opening of his law office in Newburyport.

75: Gary W. Boyle, JD, was honored by the White Mountain Grange in Littleton, NH, as the Grange Citizen of the Year.

Anthony G. Eonas, JD, associate professor of business law at Suffolk University Sawyer School of Management, has been elected chairman of the Brockton Zoning Board of Appeals.

76: Marilyn A. Beck, JD, announces the opening of her law office in Lawrence.

77: Leslie N. Relizes, JD, has been elected to the executive committee of the New York State Bar Association for which she will serve as vice president of the sixth judicial district.

Robert C. Rufo, JD, was appointed a district court judge of the Suffolk County Probate and Family Court. Previously he was sheriff of Suffolk County.

Kenneth J. Vacovec, JD, senior partner in Vacovec, Mayotte & Singer of Newton, is the president of the Massachusetts Bar Association.

80: Virginia Bonesteel, JD, of the Lexington law firm Van Wert & Zimmer, PC, has been appointed to a two-year term as chair of the Boston Bar Association's International Law Section.

Frederick Carroll, JD, is manager of The Elizabeth Co., a Kingston-based floral supply company, founded ten years ago by his wife Elizabeth.

Lawrence S. DiCara, JD, a partner in the Boston firm Peabody & Brown, was awarded an honorary doctor of laws degree by the University of Massachusetts.
Maura Sweeney Doyle, JD '81, made history by becoming the first woman to serve as Suffolk County clerk for the Supreme Judicial Court in the post's 143-year history. "It's a thrill to be the first in anything," Doyle said. "But it's particularly thrilling to me because it is in my profession." For the past four years, Doyle has served as assistant clerk for the SJC. She was chosen by the SJC to replace Richard Rouse, who left the post to become Suffolk County sheriff. Doyle will complete the two years remaining in Rouse's term and will run for a full six-year term in 1998.

Prior to her career at the SJC, Doyle was in private practice handling civil litigation and has been an adjunct professor at Suffolk Law School. "The entire Suffolk Law School community is proud of Maura Sweeney Doyle," said Law School Dean John E. Fenton, Jr. "She is a distinguished alumnus and a valued colleague, and we extend her our congratulations on her achievement."

81: Kurt L. Binder, JD, has become a partner in the legal staff of Dreyer in Watertown. He has been with the company since 1971, most recently serving as president and chief operating officer.

82: Martin A. Moran, III, JD, has joined Compass Bank as a mortgage specialist for the mortgage lending division, covering the East Bay of Rhode Island and parts of Massachusetts.

83: William D. Durand, JD, has been promoted to the newly created position of executive vice president and chief counsel for New England Cable Television Association.

84: Brian L. Gaudet, JD, has joined the Franklin law firm of Atwood & Chandler.

85: Stacey Cusner, JD, was appointed a planning executive at the Progressions Planning Center of MetLife Securities Inc., in Providence, R.I.

86: Kurt L. Binder, JD, has become a partner in the Worcester-based law firm of Seder & Chandler.
Kenneth W. Gurge, JD, has been named chairman of the Appellate Tax Board for the Commonwealth of Massachusetts.

Paul R. Hailey, JD, a Massachusetts state representative from Weymouth, has been named chairman of the House Ways and Means Committee.

John W. Haverty, JD, a major in the United States Marine Corps, participated in a NATO exercise coordinated by U.S. Marine Corps reservists in northern Norway while serving with the 25th Marines, 4th Marine Division, in Worcester.

Michelle Lowney MacDonald, JD, has been named a partner in the firm of Kallas & MacDonald in Edina, MN.

Robert A. Cohen, JD, is the chief executive officer of CCC Industries, LLC in Wrentham, a manufacturer of halogen lighting fixtures.

Cheryl A. Jacques, JD, a Massachusetts state senator, is of counsel to the firm Brody, Hardoon, Perkins & Kesten.

Glenn M. Goffin, JD, has opened his law practice in Boston specializing in personal injury litigation.

Aiden F. Browne, JD, has joined the law firm of Hinckley, Allen & Snyder as international counsel in the firm's corporate practice group.

Karen Gray, JD, was promoted to senior staff counsel for the Commonwealth of Massachussets Ethics Commission.

Brian A. Joyce, JD, has been elected Massachusetts state representative for the 7th Norfolk district.

Michael W. Macleod-Ball, JD, was elected a partner in the Maine law firm of Verrill & Dana. He practices in the firm's Kennebunk office.

Darlene A. Vanstone, JD, has been appointed patent counsel at Hybroad Inc., based in Worcester.

Linda T. Whibey, JD, has become an associate with the firm of Drubner, Hartley, O'Connor & Mengacci.

Roy D. Fowler, JD, a special assistant district attorney in Providence, RI, was promoted to the Superior Court Narcotics and Organized Crime Prosecution Unit.

90: Thomas P. Hagen, JD, has become associated with the Boston office of Hinckley, Allen & Snyder.

Mel Passarelli, JD, has joined MAK Technologies, Inc. as vice president of sales and marketing.

Patrick C. Trombly, JD, and wife, Amy Moss Trombly, JD '94, announce the birth of their daughter, Hannah Rebecca, born on April 18, 1996. Patrick is with the Office of the General Counsel for the U.S. Navy. Amy is with the Securities and Exchange Commission.

Nicole M. Wickham, JD, an assistant staff judge advocate for the United States Air Force, has been assigned to Randolph Air Force Base in San Antonio, TX, as the chief of military justice.

93: Thomas J. Flannagan, JD, an associate with Riley, Burke & Donahue in Boston, announces his marriage to Michelle Ann Lurie.

94: Jane E. Cohen, JD, was appointed an associate in the law firm of Hinckley, Allen & Snyder.

Christopher S. Daly, JD, has joined Nutter, McClennen & Fish as an associate in the Business Department. Daly will concentrate his practice on the acquisition, maintenance, and enforcement of proprietary rights on behalf of individuals and corporations.

Michael A. Gregory, JD, is the New England representative for the law and business education division of Little, Brown and Company.

Barbara Dillon DeSouza, JD, has joined the Las Vegas law firm of Kamer & Zucker.

Matthew A. Kraunelis, JD, has joined the law firm of McCabe and O'Brien as an associate.

Robert A. Langner, JD, has become an associate in the law office of Lawrence D. Ayoob in Fort Fairfield, ME.

Kathleen M. Morrissey, JD, is associated with the Boston law firm of Barron & Stadefield, PC.
College of Liberal Arts and Sciences

Jennifer C. Rowe, JD, has been named assistant district attorney for Suffolk County and is assigned to the Boston Municipal Court.

Michael G. Scott, JD, and Maria Mancini Scott, JD '95, were married on August 3, 1996. They are both judicial law clerks for the Massachusetts Superior Court of Springfield.

Amy Moss Trombly, JD (see Patrick Trombly, class of 1992)

Alexandra Varney, JD, has joined the staff of Court TV in its Manhattan, NY newsroom.

Russell C. Carey, JD, was named assistant dean of student life at Brown University.

Lawrence P. Ferazani, JD, has been named assistant district attorney in the Bronx, NY.

Richard E. Gamache, JD, is a patent attorney at Tateradyne, Inc. in Boston.

Thomas A. Gibbons, JD, has joined the law office of Robert W. Gardner Jr. in Ayer as an associate.

Christopher D. Guerin, JD, has become a member of Hinckley, Allen & Snyder's financial services and labor and employee benefits group.

Molly A. Langer, JD, is an attorney working for the state of Florida prosecuting civil child abuse cases.

Paul Lugten, JD, has joined the law firm of Butters, Brazilian and Small.

Christine Lynch, JD, is an attorney with the United States Department of Justice in Miami, FL.

John W. Rockwood, JD, has joined Corcoran Law Offices, LLP as an associate.

Maria Mancini Scott, JD, (See Michael Scott, class of 1994)

Anthony A. Trask, JD, is associated with the Maine law firm of Verrill & Dana.

Grace Hao, JD, was appointed executive director of St. Peter's Physician Hospital Organization.

Helen C. Kindregan, JD, has become an associate with the firm of Wolf, Greenfield & Sacks, PC.

Celia Puffer, BA, was awarded a silver plaque from the Travelers' Century Club for having "set foot" in more than 150 countries.

The Hon. Gerard F. Devlin, BA, was reappointed to a second 10-year term as an associate judge of the District Court of Maryland, District Five for Prince George's County.

Louis P. Bertonazz, MA, received the 1996 Presidents Award from the Sons of Italy.

Timothy J. Murphy, BS, was named principal of the South School in Peabody.

Frank Cammissa, BA, has been appointed principal of the William McKinley School in Revere.

Esther Ross, BA, has been certified by the Parent Information Center, State of New Hampshire, as an educational advocate for handicapped children.

Richard E. Heinz, BS, was named principal of Newburyport Elementary School.

Raymond A. Daigle, BA, was named principal of Blessed Sacrament Elementary School in Walpole.

Robert E. Stephenson, Jr., BA, has been appointed planning center manager at MetLife Securities, Inc. Progressions Planning Center in Burlington.

Harry N. Tingley, MAE, head of the business department and a teacher at Mansfield High School, was inducted into the national Distributive Clubs of America Hall of Fame.

Mark S. Erikson, BS, has joined the sales staff of the food service division at Superior Coffee and Foods in Bow, NH.

Sophia Lessard, BS, is the 1996 recipient of Wreath-Ayrest Laboratories "Bowl of Hygeia" Award for outstanding community service by a pharmacist.

Robert D. Schiavone, MEd, was named principal of Central High School in Manchester, NH.

Jean O. Accorsini, MEd, has joined Manchester Partners International as a vice president in its Waltham office.

Bruno J. Zoltowski, MEd, was named principal of the Highlands Elementary School in Braintree.

Kirk Joslin, BSJ, has been named president of the Massachusetts Easter Seal Society.

Elizabeth Ekborg, MS, was awarded a master of arts degree in women's studies from Simmons College.

Roy D. Sanderson, BS, has been appointed director of the Lexington Board of Health.

Francis X. Dillon, MEd, was named chairman of the board of trustees for the Good Samaritan Medical Center.

Jean O. Accorsini, MEd, magnet programs coordinator for Palm Beach Lakes Community High School in West Palm Beach, FL, has received a doctorate degree in educational leadership from the National EdD Program for Educational Leaders at Nova Southeastern University in Fort Lauderdale, FL.

Lillian C. Andrussklewick, BA, has been appointed first assistant clerk of the Supreme Judicial Court Clerk's Office for Suffolk County.

Robert M. Burke, BA, has been appointed a probation officer at the South Boston division of the district court department.

Spotlight

Louis B. Connelly (center) with his family at his retirement party. (From left) Jennifer Connelly, BS '96, Leslie Chakalis, BSBA '85, his wife Maureen, Carolyn Connelly, BSJ '94, Paula M.C. Albanese, BSJ '83, JD '91 and Susan Connelly, BS '99.

Louis B. Connelly, Jr., BSJ '57, MEd '74, retired from his position as director of public relations at Suffolk University after 29 years of service. He was honored by friends, family and former alumni at a retirement party at The Hampshire House. Connelly began his tenure at Suffolk in November 1967 as its first full-time public relations director. Before joining the University, Connelly worked for a decade in the newspaper field as a reporter with the New Bedford Standard Times and the Boston Herald Traveler. It was at the Herald that he began covering sports, serving as a beat writer for the Patriots and traveling with the Red Sox during the 1967 "Impossible Dream World Series."

Summing up his career at Suffolk, Connelly remarked, "It seems like a few years ago when I was a student, a few months ago when we were having a family and a few days ago I took the Suffolk job. I've learned to appreciate every day and every hour." Connelly and his wife Maureen (Devine) raised five daughters, all Suffolk alumnae.
81: Kenneth J. Goodman, BS, announces the opening of Goodman Chiropractic in Hull, the first chiropractic office in that town.

82: Cheryl Hazelton, BS, has joined ADS Reservoir Nursing Home as director of admissions.

84: The Rev. James M. DiPerri, BS, has been named pastor of St. Catherine of Siena Catholic Church in Charlestown.

Stephanie Barkas Saponaro, BS, and her husband, Mark Saponaro, BSBA ’82, are the proud parents of a son, Nicholas James Barkas Saponaro, born May 1, 1996.

85: Salvador E. Gomez, BS, was promoted to major in the United States Army. He is pursuing a master’s degree in international affairs at the University of Pittsburgh.

Brian G. Greetley, BS, a lieutenant with the Massachusetts State Police, has been appointed commander of the South Boston barracks.

86: Charles St. Amand, BSJ, has been promoted to metro editor of The Sun, Lowell’s daily newspaper.

Theresa L. McCarthy, BA, is senior legal counsel for Nexwave Telecom Inc. in San Diego, CA.


90: K.C. Ferrara, BS, was appointed assistant director of student activities and programs at Providence College.

91: Christine Santapaola, BA, assistant branch manager for the Medford Savings Bank in Haines Square, received the Salem St. Business Association, Inc. Courtesy Award.

92: Lisa A. Donnelly, BA, received a nursing degree from Southern Arkansas University.

93: James J. McGaffigan, Jr., BA, was awarded a master in business administration degree from Bentley College.

94: Beth B. Bryant, MA, has joined the account executive team of Gray & Rice Public Relations.

Erin O’Toole Nugent, BA, and her husband, Todd Nugent, are the proud parents of a son, Andrew Michael, born September 20, 1996. He joins his sister, Shannon Elizabeth. Erin is owner of Yankee Baskets, a custom gift basket service.

Alison Reynolds, BS ’91, Med, was named director of Deana’s Fund, a not-for-profit agency that addresses domestic violence.

95: Tracy K. Bellemare, Med, has been appointed guidance counselor at Reading High School.

Matthew R. Nation, BS, a second lieutenant in the United States Marine Corps, has graduated from the Basic Officers Course at Marine Corps Development Command in Quantico, VA.

Dina A. Park, BS, is teaching grade six in the Somerville public school system.

Jeanne M. Reilly, BFA, is working as an interior designer, providing interior architectural design and drafting to Boston’s residential decorators. She is also exhibiting at local restaurants her photographs, taken while on student study/tour of Prague and Turkey.

Lawrence M. Walsh, BS, has been appointed editor of the Woburn Advocate.

96: Kristin L. O’Brien, BA, is with the Boston firm of Thornton, Early & Naumes as a settlement assistant. Annuziata Sodano, BA ’94, MA, was named international research analyst for MediaMap in Cambridge, a public relations research company.

Frank Sawyer School of Management

65: William F. Connors, BSBA, was elected to the 1997-1998 board of directors of the Massachusetts Society of Certified Public Accountants.

James V. McFarland, BSBA, has been named director of the New York regional office of the Federal Deposit Insurance Corp.

68: Joseph R. Alland, BSBA, has been appointed dean of the undergraduate evening school at Rivier College.

71: James L. Hearns, MBA, has joined the staff of State Senator Marian Walsh.

73: David E. Johnson, MBA, was named manager in Grant Thornton LLP’s Northeast Management Consulting practice.

74: Michael Milczarek, MBA, was named treasurer and chief financial officer of the May Institute, a regional network of 65 nonprofit behavioral healthcare, education and rehabilitation programs.

75: Michael F. Zellen, BSBA ’70, MBA, has been appointed vice president and chief financial officer of the Northern Bank & Trust Company.

76: Stephen Sigel, MBA, general manager of the CambridgeSide Galleria, has been promoted to vice president regional director of properties for New England Development, the largest mall developer in the Northeast.

77: Mark J. Huska, BSBA, was named branch manager of the Halifax office of Abington Savings Bank.

78: Timothy P. O’Leary, BSBA, has been appointed sales manager for Bank of Boston Corporation’s worldwide custody and institutional trust division.

79: Peter Chisholm, MPA, was named assistant to the president and director of public affairs at Framingham State College.

80: Jeanette Himelfarb, MBA, has been appointed senior mortgage officer at Plymouth Mortgage Co.

81: Thomas J. Farnan, BSBA, has joined the New Hampshire staff of Berry, Dunn, McNeil & Parker, CPAs, as a manager for the health care industry group.

William D. Lewis, MBA, was named vice president of Business Banking at Abington Savings Bank. He will be responsible for the bank’s business lending programs and managing commercial real estate financing and refinancing. Lewis previously served as vice president in the Commercial Lending Division of Citizens Bank of Massachusetts.

Robert L. Murray, MBA, an assistant professor of business management at the University of Maine at Presque Isle, has received tenure at the university.

82: Joseph M. Conley, MBA, was named chief operating officer for Concord Hospital in New Hampshire.

Domenic D’Angelo, BSBA, has been appointed city treasurer/collector for Everett.

Ronald D. Keirstead, AS, has joined FirstFed’s residential lending department as an account executive serving the New Bedford community.

Mark Saponaro, BSBA (see Stephanie Barkas Saponaro, BS ’84)

84: John P. Alexander, MBA, is the director of the integrated messaging business unit for Voice Technologies Group, Inc., in Buffalo, NY.
Donna Lynn DiSpirito, MBA, has joined the Merrimack Valley Manufacturing Partnership as a project manager.

85: Stephanie Davis, MBA, is teaching first grade at the Taft School in Uxbridge.

William M. Sullivan, BSBA, was named president and chief operating officer of Oxford Health Plans, Inc.

86: John Kiley, BSBA, has joined Allen & Gerritsen advertising agency in Watertown, as production supervisor.

87: Lisa M. McCormick, BSBA, has joined Winthrop Management Corporation as a residential analyst. She also married Timothy P. Munn, the general manager of Stadium Publicity, who is pursuing a juris doctor degree at New England School of Law.

88: Carolyn Lonergan, MBA, has been named account manager in information systems services for Massachusetts Mutual Life Insurance Co. in Springfield.

89: Scott Henault, BSBA, was promoted to restaurant accounting supervisor for the corporate offices of Papa Gino's, Inc.

90: Gerald L. Cogliano, BSBA '85, MBA, was named vice president and general manager of the Bauman Group, a credit card marketing company based in Framingham.

91: Bernard W. Meyler, Jr., BSBA '79, MBA, has been appointed general ledger accounting manager at Ensr Consulting and Engineering of Acton. Most recently he was town accountant for Littleton.

92: Michael Wallace, MPA, was named executive secretary of the Commonwealth of Massachusetts Labor Relations Commission.

93: Marc C. Hymovitz, MPA, has been appointed a legislative aide to Massachusetts State Representative John Stefanini of Framingham.

94: Laiching Sun, MST, was promoted to manager in the Boston office of KPMG Peat Marwick LLP, the international professional services firm.

95: Stephen K. Lucitt, MBA, has been named vice president of business banking at Abington Savings Bank.

Manuel Balmori-Sampedro, BSBA, is working as a developer in a construction management firm in Asturias, Spain.

Robert J. Smith, MPA, has been appointed administrator of Bethesda at Evanswood, a 164-bed skilled nursing facility in Kingston.

Deborah A. Walsh, MBA, has been named director of career services at Bay State College.

"They finished the project plan in class and almost immediately had a contract," said Assistant Professor of Management Ruth Clarke. Tafoya is pleased and amazed at UAT's success. "It's all happened pretty quickly," he said. "We went from class project to a money maker in very short order." Warren Briggs, SSOM professor, is proud of their success; "These guys have actually turned their fantasy into reality."
In Memoriam

Marjorie C. Kelleher, MEd '79

The University was deeply saddened to learn of the death of Marjorie C. Kelleher, a highly respected alumna and administrator of Suffolk, who served this institution with unselfish distinction for 26 years. A resident of Merrimack, NH, Kelleher died January 7, at the home of her father in Ashland, NH, after a prolonged illness. She was 50.

Marge Kelleher began her affiliation with Suffolk in 1970 as an executive secretary to President Thomas A. Fulham. She served in that position for a decade before being appointed grants officer and later director of leadership gifts for the development office. Since 1992 she was an administrator for the Office of Undergraduate Admission. A 1968 graduate of Mount Saint Mary College in Hooksett, NH, she earned a master’s in higher education administration from Suffolk in 1979.

Kelleher is survived by her husband, John J. Kelleher; her father, Roger W. Galley; and two sisters, Patricia E. Tucker and Suzanne Galley.

Suffolk University expresses sympathy to the families and friends of these alumni. The following names are listed alphabetically.

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As of August 1996, Suffolk University will place special bookplates in University library books, in lasting memory of deceased alumni.
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(July 1, 1995 to June 30, 1996)
Annual Gifts in 1995-96
Made a Difference at Suffolk University

The generous support Suffolk University has experienced this past fiscal year is evidence of the loyalty and confidence our alumni and friends have in our ability to grow as an institution. From the Annual Fund, to the planning stages of the capital campaign, to the 90th Anniversary celebration, whenever we asked for help, people eagerly stepped forward.

Many areas of fundraising saw increases in 1995-96. The Annual Fund had raised almost $540,000 at year's end, June 30, 1996—participation increased by 2 percent. Phonathon totals increased by 40 percent over 1994-95, and corporate and foundation giving increased by 53 percent. The numbers of donors, including alumni, employees, corporations and foundations also increased. Summa membership reached a record high of 276 individuals, an increase of 13 percent. More people than ever are showing their support for Suffolk University.

As a result of this spirit of generosity, Suffolk made great strides last year. Among our accomplishments in fall 1996 were the enrollment of a record number of freshman students and the opening of our first-ever residence hall. In addition, we launched the Campaign for Suffolk University. Since the campaign began, we have raised more than $15 million in pledges and contributions. No campaign could succeed without a loyal community of donors and dedicated volunteers. Thanks to our supporters, we are more than halfway to reaching the $25 million goal.

Much of our success was made possible by the many donors listed on the following pages. Their commitment to Suffolk University makes a difference, and their support is greatly appreciated. To them Suffolk says, thank you.

Report from the Vice President/Treasurer

I am happy to report that the year ending June 30, 1996, was yet another year in which we balanced the budget of each of the three schools, namely the Law School, the Frank Sawyer School of Management, and the College of Liberal Arts and Sciences.

We continue to meet budget on Revenues, however we are tuition driven, with 95 percent of our total Revenues of $70,870,000 coming from Tuition & Fees. Fourteen percent of our Expense line goes to Unrestricted Scholarship Funds so that we can remain competitive in the financial aid area.

I am pleased to state we have completed renovations for our first-ever residence hall which opened in September 1996. We are receiving pre-qualifications in our efforts to begin obtaining bids for the construction of our new Law School building on Tremont Street. The total investment in the physical plant now stands at more than $70 million with an annual operations and maintenance budget of $5.2 million.

The computer upgrade for which we spent more than $2 million is complete, but with the changing technology, we must continually upgrade software.

Frank X. Flannery
Vice President/Treasurer

Educational & General Expenditures: 1995-96

- Academic Support 12%
- Public Service 1%
- Operations & Maintenance 10%
- Instruction 44%
- Institutional Support 10%
- Student Services 9%
- Scholarships & Fellowships 14%
Suffolk University Volunteer Opportunities

Join us! The following is a list of ways you may get involved with Suffolk University:

**Alumni Admission Ambassador Program** trains a team of people to contact prospective students by mail or telephone, providing them with information about Suffolk and why it should be their school of choice. Contact Barbara Ericson, dean of enrollment and retention management, at (617) 573-8647.

**Alumni Associations** serve the graduates of the University’s three schools by organizing seminars, reunions and social gatherings for both alumni and students. For more information call Jean Neenan, director of alumni relations, at (617) 573-8457.

**Alumni Career Advisory Network** is comprised of CLAS and SSOM alumni from a variety of disciplines who participate in a range of career-related programs. They offer expertise and advice to students and other alumni in various stages of career decision making. Call Betsy McDowell, associate director of career services and cooperative education, at (617) 573-8480.

**Annual Fund Phonathon**callers participate in the yearly fundraiser designed to increase giving to the three schools. Volunteers raise money from alumni by contacting them over the telephone. Call Dawn DeMattos, associate director of development, at (617) 573-8451.

**Barristers Committee** is a group of law school alumni who have graduated within the past five years. The members plan social and educational activities for alumni and students. Call Carolyn Drew, assistant director of alumni relations, at (617) 573-8522.

**Estate Planning Council** educates alumni and friends about the benefits of effective tax, financial, estate and gift planning strategies in the management, conservation and transfer of their estates. For more information call Nancy Cioto, director of special gifts, at (617) 573-8444 or (800) 841-4529.

**Golf Day Committee** organizes, publicizes, and recruits players and sponsors for the University’s Annual Alumni Golf Day. Contact Jean Neenan, director of alumni relations, at (617) 573-8457.

**Graduate Admission Mentor Program** matches alumni with students or applicants according to their fields of interest, profession, company/firm, or geographic location. Mentors provide mentorees with information about Suffolk and about their experiences as students. Contact Marsha Ginn, director of graduate admission, at (617) 573-8302.

**Law School Mentor Program** matches alumni with law students according to their fields of interest. Mentors meet with mentorees, provide them with information about Suffolk and about their experiences in their chosen field. Call Maureen Ricciuti, assistant director of Law School career services, at (617) 573-8148.

**Moot Court Competition Judges** serve as judges for annual intra-school moot court competitions. Contact the Moot Court Board at (617) 573-8172.

**Reunion Committees** increase participation at alumni reunions by contacting fellow graduates by mail and telephone. Call Carolyn Drew, assistant director of alumni relations, at (617) 573-8522.

**Summa Councils** assist with the cultivation and solicitation of new and renewed membership in the University’s leadership giving society, and host programs that help educate alumni about ways in which they can help the University realize its goals. Contact Karl Kussin, director of development, at (617) 573-8454.

At the 90th Anniversary Celebration Vice President for Development and Enrollment Marguerite J. Dennis presented to President David J. Sargent a symbolic check representing the $12.5 million raised for the Campaign for Suffolk University as of September 19.
Summa

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Frederick D. Goldberg, BA
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Robert E. Schulz, BA, JD '55

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|                | Fiore A. Massie, BSBA, MBA '54 |
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Laura M. Santini, BSBA, MST '95
Christine M. Sheehan-Haley, MBA
Thomas A. Silva, MBA
Francis H. Smith, MBA
Judith A. Smith, MBA
Kleo T. Taleasouros, MBA
Diane K. Thornton, BSBA
Joseph G. Gibbons, BSBA '83, MBA
Paul J. Argiro, MBA
Ralph C. Botelho, MBA
Thomas A. Belmonte, MBA
Robert M. Grant, BSBA
Michael J. Marshall, MBA
Marilyn E. Martin, BSBA
Theresa M. Malionek, BSBA
Jeffrey D. Lipson, MBA
Thomas J. Herlihy, MBA
John T. Hogan, MBA
Lisa S. Hopkins, MBA
John P. Horan, MBA
George B. Houle, MBA
Francis X. Iacarino, MBA
Roger Jackson, MBA
Maureen G. Jobes, MBA
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Antonio L. Ferre Rangel, MBA
Julian M. Regan, BSBA '87, MBA
Paul R. Russo, MBA
Alison A. Saunders, MBA
Cynthia J. Trimmer, MBA
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Eileen E. Vadala, BSBA '83
John T. Vasily, MBA
Marc J. Vecchio, MBA
Karen M. Veltch, MBA
Evelyn D. Wilson, MBA
Joseph G. Gibbons, BSBA '83, MBA
William B. Gooch, MBA
Anne L. Gordon, MPA
Richard L. Gribault, MBA
Mark R. Haroutunian, MBA
Stephen R. Kazanjian, MBA
Julia A. Kijanka, MBA, JD '95
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Cheryl H. Delaney, BSBA
Peter W. Cuddy, MBA
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John T. Vasily, MBA
Marc J. Vecchio, MBA
Karen M. Veltch, MBA
Evelyn D. Wilson, MBA
Friends and Employees

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<th>Matching Gift Companies</th>
<th>Corporations/Foundations</th>
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In errata: Every attempt to report accurate and current information has been made. Any omissions, errors or corrections should be reported to the Office of Development at (617) 573-9456.


**Trustees**

William J. O'Neill, Jr., JD '74, *Chairman*
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Harry Zohn, PhD, AB '46, Litt.D. '76,

**EMERITUS**

Vincent A. Fulmer, LLD '71
John S. Howe, DCS '74
"A great deal of my success ... is directly attributable to the educational opportunity and 'no-nonsense' style of discipline that I received as an undergraduate of Suffolk."

Edward F. McDonnell
BSBA '59, DCS '84

Ed McDonnell's management style, insights and discipline have catapulted him to the top of the international business world. But no matter how far he rises, McDonnell continues to appreciate the down-to-earth principles and education that got him where he is today. For this reason, he committed to expanding educational opportunities for future generations of Suffolk students with the Edward F. McDonnell International Business Institute.

McDonnell began to develop his leadership abilities as a management student at Suffolk. He was senior class president and co-editor of the yearbook. Since graduating in 1959, McDonnell has remained connected to the University as a guest lecturer and keynote speaker. He was awarded an honorary degree from Suffolk in 1984, and currently serves as a trustee.

His career has taken him into the realm of global business. While living in South America and Europe for 12 years, McDonnell held positions with several major corporations. Most notably, he was head of international operations for the Pillsbury Company before joining The Seagram Company, Ltd., in 1981, as president of the former Seagram International Division. In 1991 McDonnell was named president of The Seagram Spirit and Wine Group, with responsibility for the company's worldwide spirits and wine operations. He was elected to the company's board of directors in 1993.

Seagram's leadership in establishing operations in new and emerging markets was in part due to McDonnell's shrewd management. When McDonnell joined Seagram's board, President and Chief Executive Officer Edgar Bronfman, Jr., said, "Our international spirits business is today a cornerstone of our operations and it is a testament to his efforts. We all look forward to Ed's continued advice and counsel."

Suffolk is also privileged to have McDonnell's advice and counsel, and his commitment. Through a generous pledge, McDonnell hopes to provide new opportunities to the students and graduates of the Frank Sawyer School of Management by establishing the Edward F. McDonnell International Business Institute. The institute will take a practical approach to solving the problems that international business managers face every day. It will also provide vital new resources, internships and job placements for Suffolk management students.

"I got an early start in the international business arena, long before it was considered a career-building avenue to success. Today I, and most top industry leaders, believe it is an essential stepping stone to greatness in the business world."

McDonnell wants to make sure that Suffolk students have access to these stepping stones, and through the McDonnell Institute they will. Suffolk is proud to have such an outstanding global business leader as one of its own, especially one who has the success of our students at heart.